A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

October 5, 1964

State visit: Macapagal of the Philippines

Business Bulletins *from around the world*

AUSTRALIA—Summary of overseas financial investment released by Commonwealth Government shows overseas investment in Australian companies during 1962-63 totalled $500.6 million. Figure for corresponding previous year was $335 million. British investment during 1962-63 was $234.6 million; U.S. and Canadian $204.5 million; other countries $61.4 million.

Official figures for overseas reserves as of August 31 show total of $1,868 million—compared with $1,896 million at end of July.

BELGIUM—Johnson Control S.A. of Geneva, Swiss affiliate of Johnson Service Co., Milwaukee, forms Johnson Control Belgique, S.A., at Auderghem, to manufacture, develop, trade in various temperature, humidity, ventilating controls.

Farmers to receive higher prices for wheat following agreement between millers and Ministry of Agriculture to pay $9.40 per 100 kilograms for 1964 wheat crop, compared with $9.06 last year.

COLOMBIA—Inter-American Bank approves $1.23 million loan to Compania Industrial Agraria La Palina, S.A. (INDUPALMA), Bogota, to increase production of vegetable oils. Project includes planting, maintenance of about 12,500 acres of African Palm, which yields edible, industrial oils. During 1967-1970 period, enough production of African Palm expected to process 17,000 mt., of vegetable oils per year. Technical assistance to be provided by French public agency.

CONGO (Brazzaville)—Government creates Office National du Commerce to serve as sole importer of all products, merchandise destined for northern regions of country; to establish wholesale, retail outlets in these areas.

DENMARK—National Bank imposes penalty rate of 6% on certain types of loans taken from it by private banks in further effort to stem expansion of bank credit. With discount rate set at 6½%, Bank currently lends to private banks on their own securities at 7-7½%. As compared with January-June 1963, lending by commercial banks increased by $105 million during first half 1964, while deposits dropped $58 million. National Bank is testing this new monetary weapon in struggle against mounting inflationary pressures.

ETHIOPIA—$1 million woolen factory to be built at Debre Birhan. Plant, expected to be set up in few months, to have daily capacity of about 2,200 lb. of various types of woolen material; will employ about 300 people.

FRANCE—Electrical Parts Corp., Georgetown, Ky., manufacturer of electric components, electric bed coverings, joins Societe Francaise Comptoir Linier, well-known French textile manufacturer, in establishing new subsidiary in Paris to manufacture heating elements for electric bed sheets, bed coverings.

Sidexport of France and Birla Gwalior, one of largest industrial groups in India, sign contract to make feasibility study for plant to produce annually 40,000 metric tons of special steel products.

Production of primary aluminum in 1963 increased 1.3% over 1962 to 298,365 mt. This was smallest rate of increase in at least eight years.

HONG KONG—Government grants license to National Bank of Commerce of Seattle to establish branch. New bank will be 7th U.S. bank here.

INDIA—Chemical Construction Co. of U.S. to supply know-how, engineering to Gujarat State Fertilizer Co. Tokyo Engineering and Hitachi Shipbuilding hold contract for construction of $69 million turnkey plant to produce sulphatic, phosphatic fertilizers.

ITALY—Genesco, Inc., Nashville, acquires 50% interest in San Remo Clothing Co., one of country's largest. Factory at Caerano di San Marco employs over 2,000 workers.

Preliminary survey of market for high fidelity and stereophonic sound reproducing equipment indicates opportunities for increased sales of U.S. products appear extremely promising.

LUXEMBOURG—Recent meeting of Eurocontrol authorized construction of jet control tower here to replace temporary facility at Birkenfeld, Germany. New tower to control air traffic in Benelux, southern Germany to be in operation in 1968.

NIGERIA—Civil aviation training center to be established at Zaria, according to agreement signed between UN Special Fund and Government. International Civil Aviation Organization (ICAO) to act as executive agent in establishing $3 million center, to train personnel from Nigeria, other African countries in operation, maintenance of aviation communications systems, meteorology, aircraft maintenance, air traffic control.

SOUTH AFRICA—United Paints, Ltd., to construct $2.8 million plant at Port Elizabeth to manufacture paint for local auto industry. Plant, expected to begin operations in 1966, will produce 1 million gallons annually.

Imports for first six months climb to record level of slightly over $1 billion, 24% above last year's $812 million for same period. Purchases from U.S. total $185 million, up almost 50% from 1963. Capital plant, equipment, including wide variety of construction, earth-moving, industrial machinery, transport equipment continue to account for major portion of imports.

SWAZILAND—New 120-mile railroad from this landlocked British territory in Southern Africa to Indian Ocean part of Lourenco Marques in Mozambique begins operations. New railway to provide coastward transport for iron ore mined in central part, largely in fulfillment of 10-year, $110 million supply contract with Japan.

TAIWAN—International General Electric sells four gas turbine generating units to Taiwan Power Co. IGE financing $4.2 million sale over six-year period at 6% annual interest.

Mushroom Packers United Export Corp. announces 1964-65 mushroom export quotas. Total exports set at 1.5 million cases; U.S. quota set at 45% of total, or 675,000 cases.

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the cover

President Diosdado Macapagal of the Philippines is starting his official state visit to the United States, a trip which will take him through several ceremonial functions. But he has another mission besides promoting good will and friendship: that of improving trade relations between the two countries. For a report on this part of his visit, and for a market profile on the Philippines, see pages 2-7.

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Macapagal pays a visit

President of the Philippines comes to U.S. to talk trade and see a steel mill

His itinerary is studded with all the formal events that make up the schedule of a visiting dignitary—the military welcome, the dinners and receptions, the sightseeing tours, the honorary degree from the university.

This dignitary, however, is something more than a tourist on a red carpet.

His Excellency, Diosdado Macapagal, president of the Republic of the Philippines, just now is starting an official state visit to the United States with his wife.

Macapagal represents a nation which:

Sells more of its products to the U.S. than to any other country in the world.

Stands in fifth place as a market for U.S. goods in Asia.

Attracts the biggest volume of U.S. private investment in the Far East.

Taken separately, any one of these facts of economic life in the Philippines could be subject matter for long discussion. It is expected that Macapagal, in the crowded course of a 12-day trip, will be discussing all three more or less at the same time.

Reflected in these discussions will be the knowledge, on all sides, that time is running out on a trade agreement which —with some revisions—has governed U.S.-Philippine commercial relations since Macapagal's country gained independence in 1946. (Related article, page 3.)

Between the time of Macapagal's arrival on U.S. soil (Honolulu, Saturday, Oct. 3) and his departure (Honolulu, Thursday, Oct. 15), his schedule includes these highlights:

Two conferences with President Johnson in the White House and conferences with Secretary of State Dean Rusk and other State Department officials (Oct. 5-6).

At Macapagal's special request, a tour of steel mill near Pittsburgh (Oct. 7).

Visits to the United Nations and the New York World's Fair, and dinner with officials of Far Eastern trade groups in New York (Oct. 8-9).

Meetings with civic and trade groups in Los Angeles (Oct. 10) and San Francisco (Oct. 11-12).

Meetings with civic and trade groups in Honolulu and a tour of a pineapple processing operation (Oct. 13-14).

The 54-year-old Macapagal (he celebrated a birthday last Monday) has special reason for wanting to see a steel mill in the U.S.

Earlier this year, the Export-Import Bank and Iligan Integrated Steel Mills, Inc., of the Philippines signed a $62.3 million loan agreement under which Bank funds will help finance construction of a major steel plant on the Island of Mindanao (INTERNATIONAL COMMERCE, Feb. 3).

The plant, costing a total of $116 million, will be the first integrated steel-making facility and the largest single industrial enterprise in the Philippines. It is a joint undertaking of the Philippine Government and private investors.

Source: "Trade of United States, Western Europe, Canada, and Japan in Manufactured Products, 1961-62", U.S. Department of Commerce, BIC-BDSA

BIC publications contain trade data on Philippines

Three recent publications of the Bureau of International Commerce deal with trade and economic conditions in the Philippines and offer authoritative information of value to the U.S. exporter.

They are:

Basic Data on the Economy of the Philippines. OBR 64-7.

Establishing a Business in the Philippines. OBR 64-11.

Foreign Trade Regulations of the Philippines. OBR 63-128.

For copies of the publications, at 15 cents each, **write:** Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.

Trade between U.S., Philippines stays brisk but time is ticking on the agreement that covers it

Despite rising tariffs on both sides, U.S. remains best customer for the islands as well as their chief supplier

Philippine President Diosdado Macapagal's visit to the United States this week offers another opportunity to strengthen the close and mutually beneficial commercial relations between the two countries.

These relations have expanded against the background of the significant events of July 4, 1946—the date the Philippines received political independence from the United States.

At that time, a U.S.-Philippine Trade Agreement was signed which, among other things, made provision for the gradual phasing out of the free trade relationship between the two countries.

This was partly in recognition of the need to prepare the Philippines to diversify its economy so that it could compete in world markets after this transitional period.

The desire of the Philippines to modify certain provisions of the 1946 Trade Agreement led to negotiation of a number of changes, and a Revised U.S.-Philippine Trade Agreement, commonly known as the Laurel-Langley Agreement, was signed in 1955. Since that time, the Agreement, which is scheduled to terminate in 1974, has governed economic and commercial relations between the two countries.

The Agreement provided for gradually increasing tariff levies by the United States on Philippine products and by the Philippines on U.S. goods, beginning in 1956. Reciprocal national treatment for investments also was assured.

Trade increases

These provisions, together with assistance from the United States in the form of grants and loans and an increased flow of private U.S. investment, have contributed to Philippine economic development.

U.S.-Philippine trade has been important to the economies of both nations. The Philippines ranks fifth as a market for U.S. products in Asia, while the United States is the largest world market for Philippine goods.

U.S. purchases of Philippine products have expanded steadily in the 1960's, rising to an all-time high of $357 million in 1963. In the first six months of 1964, U.S. imports have increased further to a level of $168 million, a 5.6% gain over the corresponding period of 1963.

More than half of all Philippine exports are sold to the United States, and in three of the past four years the Philippines has enjoyed a favorable balance of trade with the United States.

The Philippines, for its part, generally purchases from the United States commodities valued at more than $300 million annually. Despite increasing third country competition, the United States continues to be the principal supplier in the Philippine market.

In the first half of 1964, U.S. exports

MOST MODERN MINE in the Far East is the Atlas Copper Mine (above) on Cebu Island in the Philippines. At right, colorfully clad Philippine women winnow rice, a staple for seven out of 10 Filipinos.

to the Philippines, valued at $184 million, increased by 21.4% over the figure for the first half of last year.

Among the Philippine products sold in the United States are sugar and canned pineapple; lumber products made from famous Philippine woods; fine embroidered products, particularly infants' wear and women's undergarments; rope and twine made from Philippine abaca, and Philippine cigars.

Philippine exports of importance to U.S. industry include chromite, scrap and filler tobacco, coconut and coconut oil, an important ingredient in the manufacture of many leading brands of U.S. soaps and shampoos. The Philippines is also an important world supplier of copper ore.

Market adjustments

U.S. exports to the Philippines in the 1960's have shown sharp fluctuations in volume and have consisted of a wide variety of products and materials. U.S. Bureau of Census statistics indicate that 1961 exports reached a high of $330 million, dropped to $268 million in 1962, and rose again to $322 million in 1963 and to $168 million for the first half of 1964.

The fluctuation in the level of U.S. exports is attributed in part to the market adjustments U.S. suppliers have had to make in the Philippines as a result of the declining tariff preferences provided in the Laurel-Langley Agreement.

In accordance with the agreement, Philippine tariff preferences accorded U.S. products declined from 50% of full duties in 1959-61, to 75% in 1962-64, and will decline to 90% effective Jan. 1, 1965.

These declining tariff preferences, in many instances, have weakened the competitive position of American goods vis-a-vis those of third country suppliers, particularly Japan, West Germany and the United Kingdom.

Also, four executive orders issued by President Macapagal since January 1962 have raised Philippine tariffs on a wide range of articles of special interest to the United States. These developments have contributed to the decline in the U.S. share of the Philippine market, which fell to a low of 41% in 1963.

Opportunities to sell

Despite this decline in the market share, opportunities appear particularly attractive for the sale of American industrial and electrical machinery, transport equipment, chemicals and plastics, certain textile yarns and fabrics, base metals and raw cotton and wheat.

Leading growth sectors of the Philippine economy requiring increased imports of producers' goods include logging and lumber; mining, particularly copper; milk, meat, fish and pineapple processing and canning; construction of basic metal processing facilities; construction of chemical

NATURAL BEAUTY of Pagsanjan Gorge (left) attracts visitors from Manila. Above, railroad engine puffs away after hauling cane to sugar plant in Negros Occidental. (Philippine Tourist-Travel Assn. photos).

PART OF THE MANILA SKYLINE, including city's Escolta shopping district, is seen in this view from MacArthur Bridge spanning the Pasig River.

producing facilities, including fertilizers, calcium carbide and soda ash plants; mechanization of agriculture and general diversification of the rapidly expanding manufacturing sector, which supplies Philippine consumers with a variety of products designed to meet daily needs.

Expansion of plant facilities in textiles, tinplating and other metal processing creates a growing demand for raw materials and for a wide range of industrial chemicals. Petroleum needed to power Philippine industry continues to be imported in crude form for subsequent processing in the four Philippine refineries.

The rapidly expanding population of the Philippines—currently totaling 30 million and increasing by 3.3% or 1 million annually—and the rising standard of living (per capita income is estimated in excess of $130 a year) are beginning to create a mass consumer market for a wider variety of products.

Imports are expanding in canned milk, meats and sardines and other fish products; hand tools and farming implements; transistor radios; household and office appliances; synthetic textiles; bicycles and toys; foreign movies; cameras and film, and sewing machines.

There also is a small import demand for luxury consumer goods by the more affluent groups in the Philippines. Both segments of this consumer market offer increased sales opportunities for U.S. suppliers.

Problems emerge

Given the large two-way trade between the United States and the Philippines, it is not surprising that some problems have arisen. The Philippines is concerned that the declining tariff preferences and duty-free quotas provided for in the Laurel-Langley Agreement will reduce the U.S. market potential for certain important Philippine exports.

Effective Jan. 1, U.S. tariff duties assessed on Philippine products will increase from 20 to 40% of the lowest U.S. rates applicable to products of other countries. The duty-free U.S. import quotas granted for certain Philippine exports will decline by 20%.

In addition to concern over these declining preferences, the Philippines is interested in securing an increased U.S. quota for its sugar exports. American exporters, on the other hand, are becoming disturbed over the increasingly restrictive Philippine tariff policy which is adversely affecting Philippine purchases of many U.S. products.

By the time the Laurel-Langley Agreement expires on July 4, 1974, each country will assess on the products of the other the normal most-favored-nation rates. Duty-free import quotas accorded U.S. imports from the Philippines will have been terminated.

The so-called "parity rights" (regarding development of natural resources and operation of public utilities), and nondiscriminatory national treatment in other business areas for investors of each country in enterprises of the other, also will expire in 1974.

The immediate problems stemming from the phase-out provisions of the Laurel-Langley Agreement, as well as the question of commercial treaty relationships between the two countries in the post-1974 period, are matters of concern to both nations, and pressures are mount-

SOFT EARTH GUMS THE WHEELS of the tractor as this staff member of the Filipino International Rice Research Institute in Los Banos experiments with new processes for cultivating the rice fields.

ing in the Philippines for an early renegotiation of the Agreement.

A special committee of the Philippine House of Representatives recently released a report on the question of renegotiation, and the Philippine National Economic Council is holding hearings on the subject.

The Philippine interest in the renegotiation of the Agreement reflects a desire to protect and expand the U.S. market for Philippine products, largely by extending tariff preferences in the United States.

Problems are beginning to appear in the field of investment. Private U.S. capital has made an important contribution to the overall development and diversification of the Philippine economy. U.S. direct investment in the Philippines has increased from about $150 million in the early 1950's to an estimated $415 million in 1963.

Figures compiled by the Commerce Department's Office of Business Economics indicate that in 1962 remittances of profits from these investments were less than undistributed profits plowed back into the economy.

In 1954, the Philippine Congress enacted the Retail Trade Nationalization Law which became effective 10 years later, on June 19, 1964. At the time of passage and on other occasions, assurances were given that U.S. corporations would be exempt from the restrictive provisions of the legislation for the life of the Laurel-Langley Agreement.

Beginning in 1962, however, the interpretation of the law and scope of its coverage was changed by court opinions and by subsequent rulings of the Philippine Secretary of Justice.

Retail trade was defined in these interpretations to include bulk sales to industrial end-users, such as the sale of petroleum products to textile factories and flour mills, and the sale of tires and tubes to automotive assembly plants.

Under the present interpretation, the law prohibits enterprises which are not wholly Filipino and/or American owned from participating in this broadly defined retail trade.

Few qualify

Few American corporations can qualify under this ownership criterion, since their stock is sold publicly on the open market, and the 100% ownership requirement is difficult to prove. Most Filipino corporations are not affected since stock holdings, for the most part, are confined to one family or a group of families.

In 1963 and 1964, the Macapagal Administration sought a Congressional amendment to this law, but without success. Affected U.S. firms have now brought the question of the meaning and interpretation of the law before the Philippine courts, and decisions are presently awaited.

While these court cases are pending, enforcement of the law against U.S. firms has been stayed by the Philippine Department of Commerce and Industry.

The American business community has also has been forced to pay increased attention to the protection of its interests in the Philippines, and studies on the subject have been prepared by the Philippine American Chamber of Commerce in New York.

It is not unlikely that some U.S. investment decisions to commit long-term development capital in the Philippines might be deferred, both because of the present uncertainties engendered by the Retail Trade Nationalization Law, and in view of the lack of clarity regarding the treatment which may be accorded U.S. investment after 1974.

Market Profile—Philippines

Area: 115,707 square miles distributed over more than 7,000 islands with 11 islands accounting for 94% of land area.

Population: 30 million; growth rate 3.3% per year.

Currency: The peso. Approximate value, 3.9 pesos = $1. Stable since 1962 devaluation.

Income: GNP estimated at more than $4 billion; average per capita income over $130.

Motor vehicles: More than 190,000.

Radio and TV: 600,000 registered radio receivers; substantial number TV sets, mostly in Manila area.

Foreign investment: U.S. direct investment as of December 31, 1963, $415 million.

Foreign trade (1963): Total imports, $618.2 million. From United States, $253.7 million; Japan, $104.9 million; Federal Republic of Germany, $34.1 million; United Kingdom, $31.8 million.

Total exports, $727.1 million. To United States, $330.4 million; Japan, $198.3 million; Netherlands, $69.6 million; Germany, $53.3 million.

Principal imports: Machinery, transport equipment, mineral fuels, base metals, dairy products, textile fibers, cereals, textile yarns and fabrics, and paper.

Principal exports: Coconut products, sugar, logs and lumber, abaca, copper concentrates, pineapples, plywood and veneers, and iron ore.

Mission to give fillip to business with Philippines

Interest of U.S. firms running high; specific proposals roll in

More than 100 business proposals of U.S. firms already have been received by the Bureau of International Commerce for a trade mission to the Philippines early next year.

The U.S. Industrial Development Mission, originally announced for Jan. 25–Feb. 20, 1965, now is scheduled for Feb. 20–March 20. The group will visit Manila, Cebu, Bacolod, Davo and Iligan.

To increase the U.S. share of the expanding Philippine market and take advantage of the rapid industrialization there, the Mission is to promote exports through direct sales and through establishment of agencies and distributors. The group also will seek opportunities for joint-venture or licensing arrangements.

Business Information Centers, where Philippine businessmen may consult with members of the Mission, discuss specific proposals of U.S. companies or present offers of their own, will be established.

To visit plants

Mission members will meet with trade organizations, chambers of commerce and Government officials, and will visit plants to discuss with company managements their plans for expansion, retooling or modernization.

The Mission will be composed of six U.S. businessmen with experience in the fields of food-processing equipment, general machine tools, specialized machinery for mining and smelting, machinery and equipment for manufacture of basic chemicals, and specialized equipment for commercial fishing. They will be accompanied by two officials from the Commerce Department, serving as Director and Trade Development Officer.

U.S. firms interested in doing business in the Philippines are invited to submit their specific proposals, before Dec. 1, to the Director of the U.S. Industrial Development Trade Mission to the Philippines, Bureau of International Commerce, Washington, D.C., 20230. For information on how to submit an offer see INTERNATIONAL COMMERCE, June 8, p. 7.

Movie-maker says films open doors for exports

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

OVER THE GREENLAND ICECAP—Perhaps it was midnight; certainly it was dark. Pan American's 10-hour polar flight, non-stop Los Angeles to London, was moving somewhere in the Arctic Circle, six hours from noon luncheon on the Pacific Coast and four from English dawn.

Outside the temperature was 58 below zero. What ought to have been a refreshing dinner-time cocktail hour was an ebony starless night on top of the world.

Anthony Mann, dressed in a wrinkled, tieless, fireman-blue shirt, covered by a jacket lined with cardinal silk, slouched in his seat. Mann is an image maker, born near San Diego, but lately living on Grosvenor Square in the shadow of a too-awesome American embassy. Mann directed "El Cid" and "The Fall of the Roman Empire."

"I can't sleep," he grimaced. "Want to play gin?"

We asked questions instead.

"My next movie will be filmed in Norway with Kirk Douglas. It is the story of the German invasion.

"Sure, pictures pave the way for U. S. industry. Twenty million people, 12 million of them abroad, will see 'El Cid.' Pictures show America to hundreds of millions. We film good and bad, usually cross sections, as incidents, never as propaganda documentaries. Other countries sometimes do, but not much.

"The last you would want would be all Pollyanna and idiot happiness. People everywhere spot a pressure picture. Motion pictures prove free enterprise works, because in my business we so often test it.

"At the Rochester race riots, which were widely viewed in satellite countries, the reaction was not to a civil rights problem, but amazement that the rioters wore shoes. Honesty about ourselves in communication eventually impresses."

Mann, who previously lived in Spain, contended during his 5,000-mile nonstop solitaire card game that the big problem in world trade is understanding. "The cinema creates a profile better than any other medium. We tell the American way and business follows. The people are ready to welcome the drummers."

In appearance, Tony Mann is handsome. His name suits. He looks more like a white hunter than a director, or at very least like a northern Wisconsin fishing guide. His face is shaded in outdoor color, and deep grooves, like scratches on the striking pad of a match box, line his face.

"It takes eight hours to get one or two minutes on film," he said. "The most a good director can do is a picture every 12 or 18 months. You get drained.

"In the United States people must mingle more. In Europe they will be in the streets every night, laughing and playing. In the U. S. people are bottled up watching TV. They do not read books. Americans are going out less and less and learning less. When the Romans built their wall, it isolated them from the rest of the world. Civilization faltered.

"TV is not an art form. It is business. I am for pay TV on everything, if only a penny a half hour is charged. This would rid us of ratings. Make a movie. Box office figures, not 500 Neilson phone calls, tell the producer how good it is."

Mann inquired what we were doing on this trip. We said we were visiting Sofia.

"Give her my best," he smiled reminiscently. "I have made two pictures with her. Great girl. Never complains."

Sofia? Sofia Bulgaria?

Change in Eximbank loan-guarantee rules stirs fresh interest in selling overseas

U.S. manufacturers and their bankers are taking fresh interest in international trade as a result of changes in Export-Import Bank rules covering loans to exporters.

These are loans an exporter seeks when his foreign customers want to do business on a deferred-payment plan.

This sort of sale ties up working capital. So the manufacturer asks for a commercial bank loan in the amount of the foreign sale—and the bank relies on an Eximbank guarantee that the foreign buyer's credit is good.

Commercial banks taking part in the Eximbank program may, if they think the manufacturer's deal is financially sound, commit Eximbank to a guarantee without first getting the agency's approval. Eximbank calls it "discretionary authority."

Some changes

Change in rules: Banks with discretionary authority now may issue Eximbank guarantees on medium-term loans up to $500,000. Until mid-August, the limit was $250,000.

Effect: Bank and government officials both say it will mean speedier financing for the exporter and enable him to compete more effectively for sales abroad. In the past, businessmen have complained they lost out to foreign competitors while waiting for a decision on a loan-application at home.

Change in rules: On loans with terms ranging from three through five years, commercial banks now must assume the credit risk for the first half of the financed period. Previously, they assumed risk only up to 18 months. But to balance some of the risk and help with expenses, the commercial banks now are permitted to keep a percentage of the fee Eximbank charges for the gaurantee.

Effect: Eximbank spokesmen say it will encourage more banks—hopefully, more smaller banks—to take part in the guarantee program.

'Too soon'

Commercial bankers and Eximbank officials concurred that "it's too soon to tell what impact the change in regulations will have." But Eximbank spokesmen said several transactions already have been authorized under the new rules and that the commercial banks involved "have been able to notify their customers immediately that they had the commitments."

Eximbankers said they are "very enthusiastic" about prospects for the program and the response it has evoked from commercial banks in such widely separated areas as New York, Pennsylvania, Minnesota and the West Coast.

"It will enable the exporter to go ahead and seek business when he's in a real hurry, and will serve as another tool for the commercial bank and the exporter," they said. "The purpose is to provide another incentive for exports."

The new regulation was one of the recommendations made at a conference of bankers, businessmen and Commerce Department officials in Washington on June 24. (INTERNATIONAL COMMERCE, July 6, p. 63.) Export financing was a major topic of discussion at the meeting.

Conditions attached to the commercial bank's discretionary authority—in addition to the $500,000 limit—include these:

The purchaser must be in a country or area with a high credit rating.

The merchandise must be the kind of capital goods that justifies medium-term credit. Installment payments must be made at least semi-annually.

Eight companies receive 'E' award

Eight more business firms have been added to the list of "E" award winners.

The John Fabick Tractor Co. of St. Louis, was honored Sept. 21 at the company plant for "developing new markets abroad for rebuilt construction and road-building equipment."

Sen. Stuart Symington (D-Mo.) presented the award to Francis Fabick, vice president.

The Blue Goose Growers, Inc., of Fullerton, Calif., received its award Sept. 23 at the Agriculture Department in Washington, D.C. for significant contributions to the export expansion program.

George L. Mehren, assistant secretary of agriculture for marketing and consumer services, presented the award to Phillip S. Twombly, executive vice president.

Smith, Kirkpatrick & Co., Inc., of New York City, was honored Sept. 24 at a restaurant ceremony at the World's Fair. The firm is an export distributor and merchant exporter. Equipment sold abroad by the company includes automatic shrimp processing machinery, aircraft for crop dusting and spraying, and portable sprinkler irrigation systems.

Roy L. Morgan, director of the Office of Field Services, presented the award to Robert Clarkson, president.

The Jarvis Corp. of Hartford, Conn., manufactures air and hydraulic machinery for the meat packing industry. It has successfully introduced the Jarvis Air Dehider, a mechanical skinning knife, to the beef-producing companies of Europe, South America, Australia and New Zealand.

James E. Kelley, director of the Hartford Field Office, presented the award Sept. 24 in Guilford, Conn., to Vincent Volpe, vice president.

Two awards

That same day, two awards were given at a ceremony in Washington, D.C., to Jenks Metals Export, Inc., of Miami, and Willson International, Ltd., Inc., of Hialeah.

The Miami firm has shown initiative and aggressiveness in overseas selling that has "overcome foreign competition and increased export sales by more than 300 percent," according to the citation.

The Hialeah company, says the citation, used a unique and personal approach in a specialized market—poultry breeding stock, hatching eggs and poultry farm equipment—to make a significant contribution to the expansion of U.S. agricultural sales in Latin America.

Representative Claude Pepper (D-Fla.) presented the award in his office to Frank J. Callahan, president of Jenks Metals Export, and to Armando Riesgo, vice president of the international department of Willson International.

The New England Merchants National Bank of Boston says the citation, has introduced companies to exporting and has established new business connections for its exporting customers.

The bank received the award Sept. 25 in Boston. Daniel L. Goldy, National Export Expansion Council coordinator, presented the flag and citation to Richard P. Chapman, president.

On Sept. 29, the Ridge Tool Co. of Elyria, Ohio, received its award in Elyria. The company manufactures tool and power equipment.

Peter T. Jones, deputy to the Secretary of Commerce, presented the award to Joseph A. Frates, president.

CHEWING ON IDEAS as well as food, delegates to 2d Institute for International Engineering discuss overseas picture at Harvest House banquet in Boulder.

Bigger trade slice sought

U.S. consulting engineers' overseas services called vital export factor

By STANLEY LICHTENSTEIN
Staff Writer

BOULDER, COLO.—Begin with a steak fry, end with a football game, and work 'em to death in between. That was obviously the plan of operations at the Second Institute for International Engineering, which helped September go out with a bang on the University of Colorado campus.

Putting in a 12-hour day at Wednesday-through-Friday business sessions, convention delegates bore down hard. Keynoter William W. Moore borrowed liberally from football coaches he had known in delivering his address on "The U.S. Engineer and Contractor in a Competitive World."

Moore—of Dames & Moore, San Francisco, and president of the Consulting Engineers Council (CEC)—emphasized that competition is keen and the ground rules few.

Improved teamwork among U.S. engineers, businessmen and Government agencies is essential to meet the competition, speakers agreed. Daniel L. Goldy, National Export Expansion Coordinator, told reporters at a press conference and delegates at a luncheon that the Government is determined to provide consulting engineers with backing appropriate to their strategic role in the export expansion program.

MOORE

"He who writes the specifications for project facilities and equipment," Goldy noted, "can pretty well decide which country gets the business."

The national coordinator maintained that government, consulting engineers, constructors and other businessmen working together can go on from current achievements—with exports up 27% in the past 3½ years—to higher things.

World markets, he said, are growing so rapidly that if the United States maintains its share, U.S. exports will rise from $24.6 billion in 1964 to $49 billion by 1974.

"Our exports to the lesser developed countries could also grow from $10 billion in 1960 to $18 billion in 1970 if these countries maintain a per capita income gain of 2.5% a year, which is their aim," he added.

Goldy lauded the CEC for the key role it played in June at a Washington meet-

DURING LULL, speakers Harza, Brokaw, Donley and Berger (l. to r.) confer. (Univ. of Colorado photos)

GOV. LOVE (l.) is welcomed by Charles Brokaw.

LEGAL QUESTIONS are discussed by Phillip Danielson, attorney (l.), and B. L. Robinson of St. Louis.

Commerce's Kollar

Time correspondent John Scott at banquet.

H. E. Lore, Dravo Corp., at evening panel.

Col. Walker explains AID policies.

ing of the Cabinet Committee on Export Financing, out of which emerged an inter-agency task force appointed by him to study proposed improvements in loans and guarantees available to consulting engineers, architects and constructors.

Capital, he observed, is "the resource we have the most of," giving the United States little excuse for allowing other countries to out-compete us.

"I have every reason to believe a solution to this problem will soon be reached," he told the gathering.

Financing

National and international agencies concerned with financing were well represented on the program, including the Agency for International Development (AID), the Inter-American Development Bank, the World Bank (IBRD—the International Bank for Reconstruction and Development), and the Small Business Administration (SBA).

The SBA—along with the CEC, the U.S. Department of Commerce, the Colorado Regional Export Expansion Council, the Consulting Engineers Association of Colorado and the University of Colorado —co-sponsored the Institute.

Coordinator Goldy, tying together many strands which contribute to U.S. competitiveness, cited recent, forthcoming and proposed government-business coordinated moves, including:

► A meeting he has set up between industry groups and the Justice Department to straighten out any potential conflict between anti-trust laws and the Webb-Pomerene Act's provisions allowing certain kinds of co-operative ventures abroad.

► Action by the Maritime Commission to bring an end to outbound and inbound freight-rate disparities.

► Government policies aimed at achieving wage-price stability.

► The 7% investment tax credit and revised depreciation guidelines.

► International negotiations to eliminate tariff and nontariff barriers.

► Department of Commerce trade centers, fairs and exhibits, and trade missions abroad—including an increasing number financed by industry; increased participation by engineers in these missions.

► State Department measures to improve services of U.S. embassies to American businessmen and engineers abroad.

► Recruitment of more than 1,200 businessmen now serving on national and regional export expansion councils; substantial progress towards the "Target 10,000" goal (introducing new firms to export sales opportunities overseas) for 1964.

► Discussion of the proposed creation of an Export Expansion Corps staffed by businessmen.

► Commerce Department sponsorship of industrial modernization conferences (INTERNATIONAL COMMERCE, Sept. 28, p. 2) throughout the United States.

Comparative U.S. position

Goldy's luncheon address was followed by an afternoon program on which two other Commerce Department officials appeared. Konstantine L. Kollar, director of the Water Industries and Engineering Services Division, Business and Defense Services Administration (BDSA), presented a global run-down of U.S. overseas assistance programs and an outline of guarantees and benefits for engineering services provided by the United States as compared with other countries.

Reviewing data indicating that in 1963 almost $400 million in exports was generated by U.S. consulting engineers' overseas services on projects totaling $2.5 billion—for which they received $168 million in fees—he added, "Estimates, however, indicate that we should at least double these figures."

Advantages "at least equal to those of our competitors," he said, have been sought by the Department of Commerce for engineering societies and firms working abroad.

Kollar cited, among other Department services, the furnishing of leads on advance planning, promotion of U.S. technical know-how, making surveys, supplying market information and requesting U.S. Embassy assistance in special cases.

With Eximbank playing "the key role . . . in any insurance guarantee program," Kollar said he was confident the problem would be solved as the Bank and engineers get together on coverage of commercial and political risks, and as loans are granted to clients for overseas services by U.S. technical firms.

Confer, then act

Significant moves flowing from the September 1963 White House Conference on Export Expansion were ticked off by John A. Donley, chief of BDSA's international activities staff and one of the leaders who originally set up the annual Institutes for International Engineering.

Recommendations made by businessmen on each of the 11 White House Conference committees, he said, have led to progress in a number of areas. Among developments of particular concern to engineers and constructors, Donley listed:

► The United States, carrying out a Committee 1 recommendation, is pressing the Organization for Economic Cooperation and Development (OECD) for early completion of a study of various tax systems which could provide justification for a U.S. export tax incentive.

► East-West trade as a source of export opportunity is being re-examined by the United States as recommended by Committee 2. A 5-member U.S. trade mission will be in Yugoslavia Oct. 3-31, with 2 members from engineering firms and 1 from a contracting firm.

► As recommended by Committee 3, plans for an industry-sponsored, Government-approved trade mission and a trade fair exhibit for engineers are being discussed by Government personnel and CEC's executive committee.

► In line with a Committee 4 recommendation, the Department of Commerce has broadened its scope in overseas investment to include industrialized as well as developing countries. In cooperation with the Business Council for International Understanding, meetings have been held in India for stimulation of private investment.

► Eximbank is revising its system to provide for financing of construction engineering—one of the recommendations of Committee 5.

► Private research institutes have been engaged to explore the most effective use of Government research and development, in line with a Committee 6 recommendation regarding possibilities for stepped-up export of non-sensitive products and technology developed by defense and space programs.

► With the President's special approval, additional funds have been requested by the Secretaries of State and Commerce to strengthen overseas commercial staffs, as recommended by Committee 7.

► The "mother hen" technique—by which small firms are helped into export by companies more experienced in the field—is being used more widely, and Regional Export Expansion Councils are holding international trade seminars for small business. Increased activity along these lines was recommended by Committee 8.

► Large-scale public relations and advertising programs are making "export" an every-day word in business; direct contact and dissemination of export opportunities have brought trade associations into the effort. These activities were among those blueprinted by Committee 9.

Better report cards?

The luncheon speaker on the opening day of the Institute put his finger on a problem for which the likely answer was suggested by the luncheon speaker

on the closing day of the program.

Under-achievement on the part of the United States in international trade was the problem, as outlined by Frank Murphy, assistant to the vice president, cargo sales, Pan American World Airways. "We're doing 'C' or 'B' work instead of 'A,' relative to our potential," Murphy said.

Recalling the late President Kennedy's exhortation to American businessmen "to follow their heritage and recapture the spirit and vitality of American traders of old," Murphy observed that private companies can perform unique international-trade functions which are outside the province of government.

"Are we willing to be involved beyond our area of main concern?" he asked.

Murphy just happened to have with him some details on the operations of Pan American's World-Wide Marketing Service as well as its International Business Travelers Service. Pan American, twice an "E" (for export excellence) award winner—in 1962 and 1963—has helped more than 26,000 companies establish firm contacts abroad, according to Murphy. The airline's marketing service, he noted, sells "international trade, not air transportation," and any cargo or passenger business which Pan Am may later pick up as an indirect result is not subject to measurement.

Many other corporations are in a position to set up formal channels for field intelligence outside their own primary field, Murphy contended. "In the long run," he said, "it will help all concerned."

Cure

U.S. under-achievement in international trade seems destined to be short-lived as economic pressures increase, Brigadier General H. D. Vogel suggested in his luncheon address on the concluding day of the Institute. The engineering profession, he held, is particularly sensitive to the "healthy competition" which is growing in the world.

"Industry," he continued, "pits the talents of technicians, one against another, as it seeks to produce better products or render greater service at lower cost; government agencies with growing responsibilities strive for higher efficiency through improved techniques; and consulting engineers have found it increasingly necessary to go out for business."

The existing buyers' market provides an exhilarating environment in which engineers can compete on a professional basis, with "no holding forth of bargains except by offering proof of higher skills and better service." In taking this position, Gen. Vogel acknowledged the difficulties faced by the profession, but he expressed confidence that American engineers are equal to the challenge. He sized up the situation this way:

"There is now no country in the world that can lay legitimate claim to an overall engineering superiority. There are those that excel in special fields, as, for instance, the French in the design of thin-arch dams, the Dutch in land reclamation, and the Italians in electrical design, but none are without unrelenting competition. And in construction and production it is the same. Germans, English, Americans, Scandinavians and many others, including the Japanese, have demonstrated marked ability in both general and specialized areas of activity. South American engineers are improving their skills apace, and have pioneered new bold architectural uses of cement concrete. Both India and Pakistan are moving ahead in the wide field of resource development.

"In recent years there has been a decided trend toward the formation of international consortia. Partly because surveys and investigations have come to include larger and larger areas, partly because the need for comprehensive development of resources has become recognized, and partly because capabilities can be increased by combining talents and experiences—for all these reasons and perhaps others—engineers have learned to work together in spite of language barriers and similar difficulties.

"Within countries, similar developments have been occurring. Small firms have been grouping together to form associations of considerable size, under responsible leadership, to challenge the larger organizations. . . . Some such associations, particularly in Europe, extend across several countries. The greater strength resulting from the pooling of resources has enabled these associations to make themselves known through representatives and elaborate brochures that otherwise they could hardly afford. . . .

"All of this relates directly to the position that the International Bank for Reconstruction and Development has seen fit to take with respect to the selection of consulting firms for projects financed by its loans. Responsibility of choice in such matters is passed to its borrowers, subject to approval by the Bank. Consultants, therefore, must find means of making themselves known to borrowers, yet at the same time must keep the Bank sufficiently supplied with information bearing upon their experience and capabilities, that the Bank may be able to pass judgment on their qualifications for any specific assignment. . . ."

Planning Committee Second Institute for Int'l Engineering

- William D. Boub, Coordinator of Business & Management Development Bureau of Continuation Education, University of Colorado
- Charles E. Brokaw, Director, U.S. Department of Commerce Field Office, Denver, Colorado
- Donald A. Buzzell, Executive Director, Consulting Engineers Council, Washington, D.C.
- E. H. (Nick) Carter, Phillips, Carter & Osborn, Inc., Denver, Colorado
- John A. Duffy, Foreign Trade Specialist, U.S. Department of Commerce, Denver, Colorado
- E. Vernon Konkel, Ketchum and Konkel, Denver, Colorado
- Orley O. Phillips, Phillips, Carter & Osborn, Denver, Colorado
- George L. Streukens, Chairman, Management and Research Assistance Chief, Small Business Administration, Denver, Colorado
- Eugene B. Waggoner, Vice President, Woodward-Clyde-Sherard & Associates, Denver, Colorado

Shoulder to shoulder

A similar emphasis on the need for pooling resources came from Dr. Louis Berger of Louis Berger Associates, the "E" award-winning Orange, N.J., engineering firm. Dr. Berger, a sparkplug of the Institute and the CEC spokesman at last June's Washington meeting with Daniel Goldy on financing, called on U.S. consulting engineers to "stop beating each others' brains out" while overseas competitors work in unison.

Another highlight of this never-pause-for-breath convention was a banquet address in Boulder's Harvest House, given by special *Time* correspondent John Scott. This veteran of 4½ decades of round-the-world travel and observation (in a career which began with a welder's job in a Russian factory) comprehensively reviewed and analyzed the current development of common markets in Europe and other parts of the world, dipped back into history to trace a similar internal pattern in U.S. history, and offered a few prognostications.

As was done for the First Institute for International Engineering, proceedings of the Second Institute will be published. For information, **write:** William D. Boub, Bureau of Continuation Education, 352 Chemistry Building, University of Colorado, Boulder, Colo. 80304.

Compete . . . or else!

Flexible price policy is most effective of many competitive tools

Last in a 4-article series

By MAURICE KOGON
Bureau of International Commerce

Hong Kong is a classic example of a competitive market. The absence of import controls, protective duties, and purchase taxes enables the world's suppliers to compete on a relatively free and equal basis. A better testing ground for product marketability is hard to find.

The competition faced by U.S. suppliers varies, of course, with the product sold. In some cases the principal competition comes from other U.S. suppliers, but more often from suppliers in other countries. The most difficult to measure and perhaps least significant competition comes from local Hong Kong producers, who are largely export oriented.

Generally, the principal competitors are mainland China, Japan and the United Kingdom, which held 20%, 17%, and 12% of the total import market, respectively, in 1963, compared with 11% for the U.S.

West Germany, other Western European countries, and Australia, are also important competitors. In addition, several countries which supply only a fraction of the total market are major or leading suppliers of one or two commodities, such as Brazil—raw cotton; Belgium—diamonds; Italy—refrigerators.

Japan leads

Japan is by far the strongest competitor over the broadest range of goods. Proximity to the market permits faster delivery and lower freight costs; and Japanese suppliers are also far more responsive to price, credit and service demands of Hong Kong buyers. However, Hong Kong tends to buy Japanese more for economy than preference; thus, when price and convenience are approximately equal, the importer will favor the U.S. or British product rather than the Japanese.

Mainland China is Hong Kong's largest supplier, but not too important a competitor for the U.S. For example, mainland China is extremely heavy in food products and cheap textiles but is a negligible supplier of the raw materials and capital goods furnished by the U.S.

Quick and/or regular delivery is also essential in the sale of raw materials and components. Since much of Hong Kong's industry is in continuous operation—often employing 3 shifts, as in the textile industry—gaps in the supply of raw materials would disrupt production schedules and would, therefore, be intolerable.

Although most manufacturers maintain their own stocks in order to avoid the danger of shortages, they cannot afford to build up excessive contingency stockpiles in warehouses to accommodate irregular or unreliable suppliers.

Delays in transport

U.S. suppliers are sometimes at a disadvantage because their transport times are longer than those of the Japanese and other nearby exporters. In such cases, the U.S. supplier should consider the merits of stockpiling his goods in Hong Kong for on-the-spot delivery.

Price also plays an important role in the sale of machinery and equipment in Hong Kong, particularly when the machine is not well known to the buyer or when the cost is high enough to unduly raise the price of the end product.

For the most part, however, the colony's major producers will frequently consider durability and efficiency of operation. They are generally avid students of catalogs and descriptive literature.

When quality among competing capital goods is more or less equal, price will carry great weight among the buyers. However, if the price differential is not prohibitive and quality is generally superior in relation to competing products, the extension of long-term credit could become the critical factor in concluding a sale. Although such credit is usually obtainable from local banks, interest runs as high as 10 to 12%.

Japanese and German exporters of capital equipment are often willing to permit installment payment, usually on a 20 to 25% downpayment basis and 5 years to pay, with interest charges at 8 to 9%. Many U.S. suppliers, in contrast, demand immediate cash payment. This practice often gives the buyer of expensive capital equipment no alternative but to purchase the competitor's

BUSY DRESSMAKERS in Hong Kong clothing factory produce clothing at low cost for export around the world. Plants such as this often work 3 shifts and require raw materials from the U.S.

product or to rely on high-interest, local credit.

Service is another key competitive factor in the sale of capital equipment. Provision of technical guidance or training, stocking of spare parts, and maintenance of repair facilities are just as important to the Hong Kong buyer as his selection of the basic equipment. Again Japanese and European suppliers tend to be far more responsive to service or post-sale needs than U.S. suppliers.

Although many U.S. products sell extremely well in Hong Kong, they are on the whole notoriously weak in price competition. In some cases, U.S. products reflect higher labor, overhead, and transportation costs. In many cases, even after these cost factors are taken into account, U.S. goods are often over-equipped for local needs.

Furthermore, U.S. suppliers are inclined toward a generous mark-up policy. Typical c.i.f. price differentials between the U.S. and the Japanese or European product range from 20 to 50% on heavy machinery to 10 to 15% on soft goods.

A flexible price policy is clearly the most direct and effective way of meeting the competition in Hong Kong.

Commonwealth preference

British and other Commonwealth suppliers enjoy some competitive advantages arising from traditional trade ties, British electrical specifications, and the Commonwealth Preference. As a result, they are assured of primacy in certain fields, particularly in electrical machinery and a few raw materials such as aluminum, woolen fabrics, and plastic molding compounds, which are processed into exports destined principally for the United Kingdom.

Competition from Hong Kong products is confined mostly to consumer goods and semi-manufactured textiles such as clothing and footwear, travel goods, furniture, household utensils, cigarettes, plastic articles, and textile yarn and fabric. Competition in raw, semi-finished, and capital goods is relatively insignificant, limited to such items as scrap metal, iron and steel bars, paints, building materials, and some light machinery.

The highly competitive Hong Kong market requires unusual aggressiveness and flexibility in sales approach. Virtually all of the principal factors which influence sales in the colony—price, sales and payment terms, delivery time, service, quality, style and design, and reputation—must in some way be accommodated.

No single approach assures a sale, although price will carry more weight than others. Often, a weakness in price competitiveness can be offset by attractive credit terms, irresistible quality, or a combination of other factors.

Price is by far the most influential competitive factor for the broadest range of products. For consumer goods sales, price tends to determine the purchase of functional products and necessities used daily by the lower income groups—essential foods, clothing, and utensils.

Reputation, price important

However, the higher the income level the greater the tendency toward brand name purchasing of such items as clothing, shoes, cigarettes, cosmetics, household appliances, stationery, and other status-symbol merchandise.

Seasonal delivery and packaging attractiveness are of somewhat less importance than price and reputation in the sale of consumer goods. Products which are clearly designed for summer or winter use, for example, must be available to the retailer in advance of the appropriate season.

This is particularly important for wearing apparel. Some U.S. manufacturers tend to release their seasonal merchandise for domestic and foreign consumption at the same time, but by the time the goods reach the Hong Kong retailer's shelf, some part of the season may have already passed.

Attractive packaging of consumer merchandise has the same appeal in Hong Kong as in the U.S. for children, housewives, and other consumers.

Price is crucial in determining source of supply for raw materials and components, because local producers feel they must price their finished export goods cheaply if they are to compete abroad. Thus, local manufacturers are reluctant to buy raw materials and components that raise the price of the final product. They may buy more expensive raw materials, however, if, for example, the end product can be made more durable.

Italy granted special cattle quota by EEC

The EEC Commission has granted Italy a tariff quota at the rate of 1.8% ad valorem until December 31 for the import from third countries of 3,000 bulls, cows and heifers of the Schwyzer, Simmentaler or Freiburger breeds (ex. 01.02 A II) for domestic breeding purposes.

The CXT rate is 6%. None of the cattle imported under the regulation are to be slaughtered.

New category OBR's to review specific commodity markets

Subscribers to get 40-50 extra reports each year

The Overseas Business Report (OBR) service is being expanded to include reports on the market for specific commodities within individual countries.

Subscribers to the series will receive 40 to 50 specific market reports each year, in addition to the estimated 150 regular annual reports describing economic and business conditions overseas.

The first title in the new series of Commodity and Market OBR's, which is being prepared by the Business and Defense Services Administration (BDSA), deals with "The Outlook for American Gas Appliances and Equipment in the Netherlands." The Bureau of International Commerce will continue to prepare the regular OBR's.

Complementary

The 11-page gas appliance study was drawn up by BDSA's Louis E. Nordholt and complements the report of a gas appliance industry-sponsored Trade Mission to the Netherlands earlier this year.

It was based on reports from the U.S. Embassy at the Hague and official Netherlands publications.

It describes the extent of natural gas use in the Netherlands and the potential market for selected commodities, including transmission equipment, domestic cooking equipment, water heaters, agricultural applications, room heaters, industrial boilers, and forced-air-heating equipment (domestic and industrial).

Several other reports in the commodity market series are just off the press (see list on page 36), and a few scheduled for early release are: Market Information on Electronic Products in Sweden; Market Information on Electronic Products in Denmark; The Japanese Electronic Industries; Market Information on Electronic Products in Mexico, and Outlook for U.S. Type Residential Heating Equipment in Italy.

The subscription rate for the Overseas Business Report is $18 yearly (15 cents per individual report).

Write: Superintendent of Documents, Government Printing Office, Washington, D.C., 20402.

Brno Fair

BLIND WORKERS, trained by Mrs. Jane Spain (in white dress) demonstrate skill on conveyor system.

More than 800,000 visited the International Trade Fair at Brno, Czechoslovakia, Sept. 6 to 20, and one of the unexpected visitors was Russian Premier Khrushchev, who made a pre-opening visit on the 4th. The U.S. exhibits were shown in the Pavilion of Nations, with a few demonstrations being held outside the Pavilion.

A demonstration by the Alvey-Ferguson Co. of Cincinnati, which featured blind workers specially trained for the fair by Mrs. Jane B. Spain, president of the company, drew many spectators and attracted considerable attention in the press, television and radio.

U.S. CAN OPENERS and conveyor system attracted fair visitors behind Iron Curtain.

HAND POWER TOOLS and coffee makers are demonstrated to Czechs.

NEW TRADE CENTER OFFICERS, about to depart for Stockholm, where next March they will open the 6th U.S. Center overseas, are briefed in Washington. L to R: Edward J. Krause, assistant director, OITP; Thomas T. Turqman, commercial officer TC; T. Howard Peters, director, TC at Tokyo; Thomas G. Wyman, Acting Assistant Secretary of Commerce for Domestic and International Business; Wallace Pederson, director, TC; Mario de Capua, commercial officer, TC at Frankfurt, and Einar Olsen, exhibit officer, TC.

Information center planned next year at Padua exhibition

The U.S. Consulate in Trieste plans to operate a Business Information Center (BIC) at the 1965 Padua Fair June 1-14, 1965.

The fair is general and covers all categories of merchandise. Commodities which have had the greatest interest for fair visitors in previous years include building machinery, plastic materials, agricultural machinery, pre-fabricated houses, machine tools and hotel and restaurant equipment and supplies.

Trade magazines and journals and other material concerned with these types of products are welcomed by the Consulate for use at the BIC. They should arrive at the Consulate by the first half of May 1965.

Plovdiv international fair draws 180,000 in five days

About 180,000 people have seen the various exhibits in the U.S. pavilion during the first five days of the 21st international trade fair in Plovdiv.

All exhibits have drawn many interested visitors but the U.S. Legation in Sofia reported they perhaps remain the longest watching a young American housewife cook in a typical American kitchen.

On their way out of the pavilion, a large number of the visitors have stopped to write in the visitors' book, and their comments have been highly favorable, the Legation reports.

U.S. pavilion most popular at Damascus trade fair

A total of 768,367 persons visited the U.S. pavilion at the Damascus international trade fair, which closed Sept. 20.

Easily the most popular at the fair, at which 19 countries were represented, the U.S. pavilion was distinguished by its unity of theme—Medicine USA—and by the presence of Ranger VII, the Walter Schirra space capsule.

29 firms at Bangkok show expect $4 million in sales

The 29 U.S. firms which exhibited at the Bangkok Trade Center air conditioning and refrigerating exhibit have reported on-the-floor sales of $200,428. Projected sales estimated for the next 12 months total $4 million.

Exhibits, missions good export path for U.S. companies

Opportunities to exhibit and sell U.S.-made merchandise abroad, from sporting goods in Tokyo (where the Winter Olympics will soon be underway), to the most sophisticated and automated machines in Europe, are listed on the opposite page.

The exporter's calendar lists the most important trade fairs in which the United States is officially participating, either as U.S. national exhibitions or commercial exhibitions.

Specific theme

In the first, exhibits are built around a theme that has been selected to present a picture of life in the United States. In the second, exhibits are selected because a careful market study in the area has indicated a need and a market for the merchandise shown.

The U.S. national exhibitions, it will be noted, are usually staged in developing countries or in Soviet-bloc countries, while the commercial exhibitions are staged in the more industrialized countries.

U.S. trade centers are located permanently in London, Bangkok, Frankfurt, Tokyo and Milan. A sixth is scheduled to be opened next March in Stockholm. The shows of U.S. merchandise in these centers are limited to specific product lines, and are open by invitation to buyers, agents, wholesalers and retailers.

U.S. firms exhibiting here must arrange to have their own representative present during the show.

Personal visits

Trade missions are sent overseas to areas where market surveys have indicated there is a good possibility of expanding U.S. trade. Outstanding U.S. businessmen are invited to serve on these missions and they visit businessmen and association officials overseas, establishing direct person-to-person contacts between interested businesses.

They carry with them business proposals from U.S. firms and bring back counter proposals which are circulated in the U.S. business community.

Write: Bureau of International Commerce, OITP, Department of Commerce, Washington, D.C., 20230.

Export expansion dates

Sept. 29 - Oct. 16—TOKYO Trade Center—sporting goods*

Sept. 30 - Oct. 23—BANGKOK Trade Center—audiovisual equipment (local)*

October—SPAIN—industrial machinery and equipment trade mission

Oct. 2 - 8—STOCKHOLM—technical fair—electronic components and instruments (commercial)*

Oct. 4 - 11—MILAN Trade Center—machine tools*

Oct. 4 - 31—YUGOSLAVIA—trade development mission

Oct. 5 - 16—LONDON Trade Center—processed and specialty foods (USDA)*

Oct. 14 - 21—FRANKFURT Trade Center—advanced teaching and industrial training aids*

Oct. 25 - 29—DUESSELDORF—Igedo—ladies', teen outerwear, sportswear, children's, infants' apparel (commercial)*

Oct. 27 - Nov 3—MILAN Trade Center—mink outer garments (local)

Nov. 3 - 13—LONDON Trade Center—bakery processing equipment*

Nov. 7 - 22—GUATEMALA—U.S. national exhibition

Nov. 7 - 28—DAR-ES-SALAAM—U.S. national exhibition (U.S. national)

Nov. 7 - Dec. 6—GREECE—trade development mission

Nov. 9 - 14—FRANKFURT Trade Center—special purpose digital and analog computers (local)

Nov. 10 - 20—TOKYO Trade Center—packaging machinery and equipment*

Dec. 1 - 8—MILAN Trade Center—commercial laundry and dry cleaning equipment

Dec. 2 - 9—FRANKFURT Trade Center—advanced mechanical fasteners and techniques

Dec. 8 - 18—LONDON Trade Center—electronic controls for industrial processes

Jan. 13 - 20, 1965—FRANKFURT Trade Center—institutional catering equipment

Jan. 13 - Feb. 12, 1965—BANGKOK Trade Center—building materials and hardware

Jan. 15 - Feb. 15, 1965—COLOMBO—industrial exhibition (U.S. national)

Jan. 19 - 29, 1965—LONDON Trade Center—factory and office maintenance equipment

Jan. 23 - 31, 1965—MILAN Trade Center—institutional catering equipment (tentative)

Jan. 24 - Feb. 14, 1965—CARACAS—international trade fair (U.S. national)

February 1965—NAIROBI—U.S. national exhibition

February 1965—PHILIPPINES—industrial machinery trade mission

Feb. 8 - 21, 1965—TOKYO Trade Center—U.S. Travel Service (tentative)

Feb. 17 - 24, 1965—FRANKFURT Trade Center—home maintenance and repair (tentative)

Feb. 23 - Mar. 5, 1965—LONDON Trade Center—U.S. Department of Agriculture exhibition

Feb. 20 - 27, 1965—MILAN Trade Center—high fidelity and stereo equipment (tentative)

March 5 - 19, 1965—TOKYO Trade Center processed foods (USDA)

March 8 - 16, 1965—UTRECHT—Royal Netherlands Industries Fair—industrial and commercial gas equipment

March 10 - 17, 1965—FRANKFURT Trade Center—specialized business machines and systems (tentative)

March 16 - 26, 1965—STOCKHOLM Trade Center—packaging machinery and equipment

March 17 - April 16, 1965—BANGKOK Trade Center—metal working equipment (tentative)

March 18 - 25, 1965—MILAN Trade Center—housewares (tentative)

March 30 - April 9, 1965—LONDON Trade Center—small printing equipment (tentative)

April 1965—MILAN Trade Center—U.S. Department of Agriculture—U.S. foods and agriculture

April 1965—MONTEVIDEO—U.S. national exhibition (may possibly be in international industries fair)

April 16 - May 5, 1965—TOKYO—International Trade Fair—leisure goods and equipment

April 19 - 23, 1965—TOKYO Trade Center—air pollution control conference and exhibit (tentative)

April 21 - 30—LONDON—international engineering exhibition—factory modernization equipment

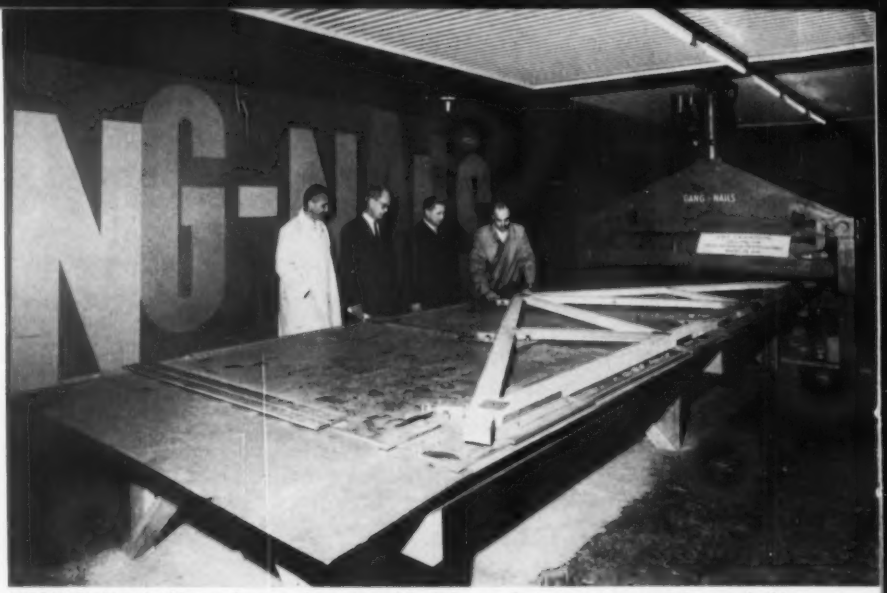
May—SEOUL—U.S. national exhibition

*Fully booked

Berlin Fair

The German Industries Fair for 1964 opened Sept. 19th with over 37,000 at the fair and some 10,000 visiting the U.S. pavilion.

The U.S. exhibit was completely oriented toward the building industry and the American displays received front page coverage in the German press, both in Berlin and in the rest of West Germany.



AUTOMATION in building industry is demonstrated by U.S. manufacturer to interested German builders.

EXHAUST FANS and materials handling equipment on display in Berlin.

BUILDING TOOLS and air conditioners found interested audiences at Fair.

French economy still expanding; imports from U.S. at record levels

Rise in industrial production, exports, sales cause Government to raise its 1964 growth rate estimate

The French economy expanded briskly during the second quarter, despite weakening demand for some commodity groups.

Industrial production rose considerably over second quarter 1963, exports surged upward, building expanded, and department stores reported further sales gains. In the background, however, was considerable uncertainty regarding the future pace of industrial production, private investment and consumer demand.

The increase in industrial production was so high that the Government raised its estimate of the 1964 growth rate. The GNP is now expected to increase by about 4.3% in real terms, compared to the initial forecast of 4%.

This estimate will probably be revised upward again in the fall to take account of a favorable 1964 harvest. GNP increased by 4.4% in 1963.

Prices rose more moderately during the first half of the year after an increase of about 5% during 1963. However, this flattening out is threatened by a continued uptrend of wages. The effects of the Government's Stabilization Program, which put brakes on prices and credit, have been cited in explaining weakening demand for some consumer goods, notably automobiles.

Foreign trade expands

Both imports and exports increased over the second quarter of last year. Imports from foreign currency areas rose 18% to $2,195 million; exports climbed 23% to $1,890 million. The uptrend of imports, however, has slackened considerably since the 31% jump during the first quarter. Exports, on the other hand, maintained the same rate of increase, indicating a continued strong demand for French products.

Imports from the U.S. rose to $307 million in the second quarter, 26% above the corresponding months of last year. French imports from this country totaled $609 million in the first half, an increase of 35% over the first six months of 1963. There is a distinct possibility that French purchases of U.S. goods will exceed $1 billion this year.

French exports to the U.S. in the second quarter increased to $121 million, 5% over the April-June level of 1963. The six-month total was $231 million, an increase of 12% over the first half of 1963.

Access for U.S. fruit

Recently completed negotiations have opened important opportunities for exports of a number of U.S. agricultural products. The negotiated access gains by the U.S. consist of quotas for some items and liberalization for others. Some of the more important achievements are:

An annual quota of 6,000 metric tons for canned fruit in 1964.

Orange juice quotas of 15,000 hectoliters in 1964 and 20,000 in 1965.

Fresh apple quotas of 20,000 metric tons and pear quotas of 10,000 metric tons per season through 1965-66.

Annual quotas for canned asparagus and pineapple juice through 1966, leading to liberalization of these two items in 1967.

French importers have been officially notified of the above actions, and licenses have already been issued for all quota items except fresh apples and pears. Imports of apples and pears will not require licenses, but will be authorized on a first-come, first-served basis within quota limits, beginning November 1.

Some imports reportedly have been made against the recently-issued licenses for canned and other processed items. The pineapple portion of the canned fruit quota is said to be fully subscribed, reflecting strong French demand.

Expansion

French industrial activity in the second quarter was brisk, with the exception of a few sectors. The overall index of industrial production increased 6.4% over the second quarter of 1963. Basic industries, such as steel, chemicals, and construction continued to expand output rapidly.

Spurred by the high level of activity in consuming industries and increased export demand, production of steel totaled 5.1 million metric tons, compared with 4.6 million metric tons in the second quarter of last year. With a substantial backlog of new domestic and foreign orders on its books, the steel industry is looking forward to record production this year.

A lack of appreciable increase in production of capital equipment reflected a mixed situation in this sector. Machine tools—particularly cutting, milling and grinding types—did poorly, whereas construction equipment sold well. A number of significant orders from abroad were received for heavy construction equipment. The electrical equipment industry showed renewed strength, with new orders running ahead of sales.

In the consumer goods industries, demand for automobiles, textiles, and certain household appliances dropped off. The seasonal upswing of new car sales was far less marked in the second quarter of this year than in the previous years, due to stabilization of internal demand and shrinking sales in a number of foreign markets.

Renault and Peugeot, two of the country's largest automobile makers, cut working hours from 48 to 44 a week. The cutbacks will undoubtedly lead to lower auto production in the second half of 1964. Production totaled 931,500 units during the first six months, 9,500 units more than in the first half of 1963.

Following a good first quarter, there was an overall weakening in sales of household appliances. However, the demand for refrigerators picked up in May, and imports continued at a high level. Confronted with a similar easing of demand, the textile industry complained about price controls imposed by the Stabilization Program. Asserting that modernization is the only way to maintain the competitiveness of their industry, textile manufacturers argued for greater price freedom to raise the financing for modernization programs.

Department store sales increased 6% during the first six months of 1964, compared with the corresponding period of 1963.

Price rise slows

Price increases have slowed down since the Stabilization Program went into effect last September. Both the retail and wholesale price indexes increased only 1.4% through June 1964, representing substantial declines in the rates of increase registered during comparable periods of the previous few years.

Wages in private industry, which increased 1.9% during the first quarter, have risen even more sharply in the second quarter, principally due to a continuing shortage of skilled and semi-skilled labor.

The Government's finances appear to be in excellent condition. Budgetary receipts are exceeding expectations, and the 1964 budget deficit will reportedly fall below the forecast figure of 4.74 billion francs ($948 million) to about 3 billion francs ($600 million).

The Government has indicated that it hopes to hold down the growth of expenditures next year to about 7%, which is in line with the expected growth of national income in current prices.

It has also indicated that certain tax cut measures are under consideration. These would provide some relief to selected categories of individual taxpayers, give benefits to companies which consolidate or merge in order to achieve greater industrial efficiency, and grant tax benefits or exemptions to income received from investments.

The stock market continued to fall during the second quarter, and recent bond flotations have not been well received. No single reason has been offered for the slack market conditions, although some commentators have laid the blame—in the case of stock, at least—on the price freezing under the Stabilization Program, which has cut profit margins as raw materials and labor costs increased.

The credit squeeze has also put a damper on business activity in some sectors, and the total picture points toward less favorable profit expectations.

In spite of the high trade deficit, payments on current account were expected to show a surplus due to seasonal factors, such as a rise in net income from tourism. Gold and foreign exchange reserves increased by $260 million during the quarter, and by the end of June stood at $4.7 billion. This substantial increase was partially due to the temporary tightening of French interest rates in May.

Motor vehicle importation nationalized by Iraq

Iraq's High Supply Committee has ordered imports of motor vehicles, spare parts, accessories, and tires and tubes limited to the Public Establishment for Trade, a subsidiary of the Public Economic Organization.

As a result, the African-Iraqi Company and the Iraqi Importation and Distribution Company have been appointed sole importers of these products.

Paraguay finds out things were even better than she thought

An export boom of unprecedented proportions, a moderate increase in retail sales, a new flood of tourists, stepped-up construction activity, and announcements of new plants and development loans, made the Paraguayan economic outlook during the second quarter of 1964 the brightest in some time. As a matter of fact, gross national product figures for 1962 were revised, showing per capita GNP for that year to be $193, rather than the previously estimated $120-130. Indications are that the GNP increased 4% during 1963 and is continuing the trend in 1964.

Estimates of 1964 gross national product were also revised upward, indicating the per capita GNP to be about $200. Many crop harvests were better than expected. The Paraguay River, however, took an unseasonal drop that began to hurt shipping.

Exports totaled $16 million during the second quarter of 1964, compared with $8.53 million during second quarter 1963. This brought exports for the first half of 1964 to $23.73 million, 64.5% above the first half of the record 1963 export year.

Higher meat prices provided the major impetus, but most major export products found improved market prices to match their increased supplies. The meat export boom was so strong that meat packing operations were suspended to prevent depletion of local supplies shortly after the quarter ended.

Imports during the second quarter totaled $8.85 million, slightly above the $8.65 million of the corresponding 1963 period. In spite of a greater supply of foreign exchange, total imports for the first half of 1964 were 7.1% less than first half 1963.

U.S. share dropped

Metal products and foodstuffs were the major commodity categories imported in smaller quantities. Ample stocks of imported goods available from 1963 and former years appeared partially responsible for the low import level.

Not counting PL 480 wheat shipments, the U.S. share dropped from 19.9% of total imports in the second quarter of 1963 to 13.7%. Comparing the first half of each year, the U.S. share declined from 18.6% to 12.6%.

The Paraguay River took a severe unseasonal drop during the second quarter that began to seriously hamper shipping and cause transshipment in ports down river.

The curb exchange rate of the guarani continued to strengthen during the quarter, reaching 132 to the dollar (improved from 135 at the end of the first quarter and 140 at the end of the second quarter 1963). The net reserve position, including the IMF position, stood at $2.7 million, up from $2.1 million at the end of the first quarter. The supply of foreign exchange in the market improved during the quarter, and foreign payments were being made more punctually than during the past two years.

Retail sales higher

Retail sales in the Asuncion area were estimated to be 12% higher than during the second quarter of 1963. General industrial activity was at a record level during the quarter. Meat packing, textiles, and quebracho made very strong gains, and even the depressed lumber industry showed some improvement.

Construction activity was high, as the sale of construction materials was 20% greater than a year earlier. Cement production during the first half of the year almost reached the total for the whole of 1963. Over 100 reinforced concrete buildings were said to be under construction in Asuncion. Electric power consumption during the second quarter was 6% greater than a year earlier. The money supply increased 7.4% during the second quarter.

The number of tourists arriving in Paraguay during the second quarter reached a record level, and hotels were reported to be jammed with visitors from neighboring countries.

New industrial plant announcements or proposals included projects in the citrus canning, shoe manufacturing, gas bottling, sugar refining, and meat processing industries.

Four major loans to Paraguay were announced. The Inter-American Development Bank (IDB) and AID announced loans totaling $25.35 million for hydroelectric, industrial, agricultural, and housing projects, three of which were signed shortly after the quarter ended.

Contracts were let for construction of the road from Paraguari to Encarnacion, including a major bridge across the Tebicuary River. An IDA loan will fi-

nance $6 million of the total $8 million cost, with construction to begin in October.

The 1964 cotton harvest was 3,000 tons higher than the previously estimated 33,000 metric tons. Except for the 1963 crop, this was the best harvest since 1956, and quality was better than 1963. Since some of the 1963 harvest was carried over, the total tonnage of fibre available for export in 1964 should surpass last year's 8,800 tons. Market prices were stronger, and expanded plantings should provide a 50,000-ton crop for next season.

Harvest results

The sugar harvest was not completed, but a record 43,000 tons was expected, compared with 35,000 tons in 1963, and 10,000 tons should be exported.

The 13,000-ton tobacco harvest represented a decline for the second straight year, but prices have been exceptionally good, and acreage for next season is expanding. Tung production was off, yielding only 6,000 tons of oil due to frosts and the production cycle.

Coffee production was estimated to be down to 30,000 bags because of frosts, but favorable prices were keeping earnings steady and planting of new trees was continuing. The demand for yerba mate improved somewhat, as exports during the first half of 1964 were double those of the first half of 1963.

Photo gear duties reduced by Spain

Spain has announced temporary duty reductions on imports of certain specified photographic apparatus.

A duty of 5% (normal: 38%) will apply until further notice on the following:

Tariff No. 90.09-C-1 (new subitem), photographic enlargers and reducers having an incorporated electronic devise which assures automatic filtration and exposition;

Tariff No. 90.10-D (new nomenclature), automatic developing, fixing, washing, drying, or photographic paper enamelling machines; electronic cutters with incorporated motor.

In addition, on Tariff No. 90.10-B, contact-type photocopying apparatus, for which the current duty rate is 38%, the duty to be collected will be limited to a maximum of approximately $333 per unit.

Recent survey conducted among Nigerian businessmen shows optimistic outlook

300 companies questioned on business volume, capital investment plans, employment levels in 1964 in all fields of commerce and industry

A recent survey by the Lagos Chamber of Commerce shows general optimism among businessmen about the economic outlook in Nigeria.

Member firms of the Chamber were asked about their business volume, plans for capital investment and employment levels in 1964 compared with the same data for 1963. A similar questionnaire was circulated in the Northern Region by the Kano Chamber of Commerce and the Chamber of Mines in Jos.

Survey replies received by the Lagos Chamber showed a more bullish attitude than either of the Northern Region organizations, reflecting the heavier concentration of commercial and industrial activity in the Federal capital.

Of the Lagos firms responding, 80% looked to higher business turnover in 1964 as compared with last year, 47% said employment would be higher, while 33% felt it would be the same as last year.

With regard to planned capital outlays, 33% of the Lagos replies forecast an increase, as against 42% expecting the same level of activity as in 1963.

Upturn predicted

Kano businessmen, in general, think turnover will be higher, with employment and investment remaining at the 1963 level. Replies to the Jos Chamber of Mines survey indicated an upturn for both business volume and investment, with a constant level of employment.

Of the areas surveyed, Jos had the heaviest response of firms reporting plans for increased capital investment. This probably can be attributed to a strong demand for tin in the world market.

Nigerian tin production increased by 700 tons in 1963 over the previous year, and is continuing to increase in 1964. Since tin mining is concentrated on the Jos Plateau, increased spending for plant and equipment would be reflected through the Chamber of Mines report.

It is considered significant that all three Chambers indicated employment levels in comparison with 1963 either would remain constant or increase. The reports were submitted after the general strike which took place in Nigeria in June, and thus reflect a high degree of business confidence.

The survey represents the first comprehensive effort made to gauge the outlook of businessmen operating in Nigeria.

Questionnaires were circulated to some 300 firms, including both expatriate companies and Nigerian-owned businesses. Respondents represented all fields of commerce and industry, including manufacturing and processing; distribution and trade; transportation; construction and civil engineering; banking, insurance and finance.

Spain suspends import duties on iron, steel

Spain, in a move to make up for insufficient domestic production, has suspended import duties on certain iron and steel forms.

These forms are puddled bars, ingots, blocks and similar forms (tariff No. 73.06); blooms of over 120 mm. to a side and slabs of over 120 mm. in thickness (tariff Nos. 73.07-B-1 and B-2, respectively).

The suspension is to remain in effect until December 2.

In a related action, the Spanish Ministry of Commerce has abolished compensatory duties on iron or steel blooms and slabs of the same dimensions indicated above. These duties, amounting to about $6.50 and $8.66 per metric ton respectively, had been established by a decree of January 31, 1963.

Duty suspensions renewed

Spain has extended suspension of import duties on ethyl alcohol, coking coal, and sulphuric acid and increased the duty on certain types of lathes.

The tariff items affected are:

22.08-A: ethyl alcohol, duty suspension extended to November 30;

27.01-A: coking coal used in iron and steel industries, duty of 1.9% extended to November 20;

29.08-A: sulphuric acid, duty suspension extended to November 28.

On tariff item ex 84.45-B-3-c, automatic lathes, single spindle with bar gauge of not more than 60 mm. and weighing more than 1,500 kilos but less than 3,000 kilos, the import duty was increased from 1% to 24%.

Bolivia's upswing continues, with U.S. sales at 3-year high

Stringent credit practices said to hurt U.S. export prospects; AID-financed road system will open up tropical lowlands

The economic outlook in Bolivia remains good, with commercial and industrial activity trending upward during the second quarter.

The full effects of the recent coup attempt on this Bolivan upswing have not yet been fully evaluated.

Tin production by the Bolivia state mining corporation (COMIBOL) was up some 12% over last year's rate, but petroleum production was below the second quarter of 1963. Foreign exchange reserves approached $20 million, the highest level in several years. Sporadic labor difficulties continued to affect COMIBOL, but did not significantly cut production. Harvests were generally good.

Commercial activity picked up again after leveling off during the first quarter. Increased sales were noted in office equipment, bus chassis, and certain consumer goods largely for the rural campesinos.

While sales of U.S. goods in certain lines were higher, some Bolivian importers said that the competitive position of the U.S. is declining relative to Europe and Japan. Reportedly, this was because U.S. firms sometimes do not extend as liberal credit terms as their main competitors and sometimes their prices are out of line.

However, U.S. exports to Bolivia are running ahead of last year's pace. Total U.S. exports to Bolivia in June were valued at $4.78 million (f.a.s. value, port of export), the highest for any single month in the past 3 years. The 6-month total was $18.2 million as against $16 million for the first 6 months in 1963 and $15.3 million for the same period in 1962.

A HELPING HAND is lent by Bolivian youngsters in harvesting the nation's increasing wheat production.

Industrial output up

In the industrial sector, though no statistics are available, production may be 7% higher than at the end of 1963. Activity was up in textiles, glass, and construction.

Tariff increases are being studied for a number of locally manufactured products, including textiles, footwear, certain pharmaceutical items, and paints. To date, the private Bolivian Industrial Bank has processed 16 loans totaling $310,000 under AID's factory rehabilitation program.

COMIBOL's tin production was up 12% over the corresponding quarter in 1963, but some 5% under the goal set for 1964. COMIBOL's financial position improved during the quarter, due mainly to the increased tin price on the world market, averaging more than $1.35 per lb. against $1.15 for the same quarter in 1963.

Under the Triangular Plan, internal financial and administrative studies are now being made to further rationalize COMIBOL's operations.

Exports zoom

Mineral production in the private sector was up considerably over the first quarter. This includes tin exports, up 55%; antimony exports, up 65%; tungsten exports, up 96%; lead exports, up 18.5%; and silver exports, up 9.5%.

YPFB, the national oil corporation, experienced a decline in crude oil production over second quarter 1963. However, YPFB has encountered some promising signs in its concession northwest of Santa Cruz. Gulf Oil Corporation completed 4 wildcat gas condensate wells during the quarter, and is still negotiating for the lease of YPFB's pipeline from Sica to Arica, Chile, in order to export crude oil from Gulf's producing fields.

The financial sector looked quite good. The IMF noted the high net increase in GNP during 1963—estimated at from 5.5% to 7%—as well as the apparent stability of the economy, and authorized a new stand-by arrangement effective when the old one expired on September 3.

Bolivia's foreign exchange reserves rose to $19 million compared with $4.5 million a year ago, and $9.5 million at the end of the last quarter. Net Government revenue increased by 10% over the first half of 1963 and by 6% between the first and second quarters. The private industrial development bank finished its first year of operations on June 30, having made loans totaling $1 million.

Savings and loan

The country's first savings and loans association opened its doors on June 20th with a capitalization of $345,000.

Agricultural production continued to increase at a substantial rate. Sugar production should be up 25% over 1963, with possibly 40% more cane than the area can refine.

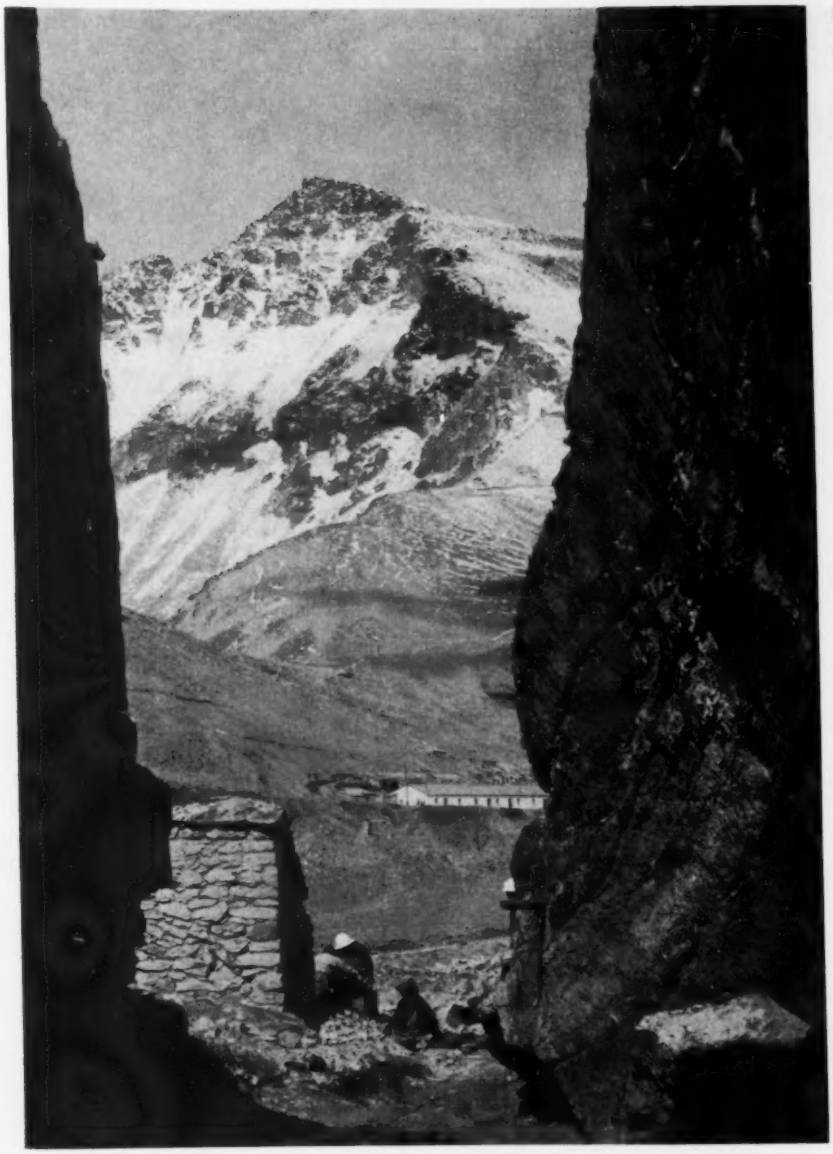
Rice production is up, but the price of rice has dropped by about 50% over last season. This is due mostly to the elimination of the floor price for rice and the termination of the national rice marketing cooperative, CONCA, late last year. Farmers who planted only rice are reportedly seeking new cash crops—hogs, cattle, and soybeans are the likely additions.

Cotton up 10%

Cotton was up 10% over last year's production, supplying some 40% of national consumption.

CONCOFRUT, the national tropical fruit marketing cooperative, began its operations on June 13.

In June AID approved a $33.2 million road project of 305 kilometers involving the construction of roads connecting the scarcely populated, fertile lowlands northeast of Cochabamba. The roads will not only open up this land for colonization but it will connect Cochabamba and these newly colonized areas with the



TIN, WOLFRAM and bismuth are mined here at Cerro El Chorolque, at one of the world's highest sites.

Mamoré River system, an extensive inland waterway system flowing into the Amazon River.

A U.S. construction firm is presently building 168 kilometers of roads in the Santa Cruz area.

The Department of Santa Cruz and the areas north and northeast of Cochabamba are relatively unsettled, fertile, sub-tropical lowlands capable of supplying Bolivia and the world market with many varieties of tropical fruits, rice, sugar, coffee, cotton, and other agricultural raw materials and food products.

Given the high density of farm population in other areas, as well as the scarcity of foreign exchange, this area, combined with other areas in the tropical lowlands which comprise some 70% of total land mass in Bolivia, may well represent extremely important contributions to the economic development of Bolivia.

Bolivia finally signed an agreement with Brazil to take over the ownership of the Santa Cruz-Corumba Railroad. The contract of the British management team now operating the La Paz-Antofagasta Railroad (FCLPA) was renewed from June through October. The team has been running the railroad since 1962.

First jet

On May 23 the El Alto airstrip received its first commercial turbojet airplane, a Boeing 727. The total length of the airport runway is now 4,000 meters.

On the labor front, work stoppages were spotty. The National Federation of Miners called two brief strikes during the quarter, one resulting in a stoppage of a few hours and the other in the closing of most mines for 3 days. The latter was in protest against the re-election of Victor Paz Estensorro as President.

The National Congress of the Confederation of Railway Workers voted unanimously to affiliate with the new pro-government Central Obrera Boliviana de Unidad Revolucionaria (COBUR), which is the moderate anti-Communist union formed in December 1963, when the Lechin-controlled Confederación Obrera Boliviana, (COB), dominated by the powerful miners federation, voted to break relations with the MNR government.

Scott Paper Co.'s McCabe receives traders' award

The 21st Annual award of the Foreign Traders Association of Philadelphia has been presented to Thomas B. McCabe, chairman of the Scott Paper Co.

The award, instituted in 1944, is presented each year in recognition of outstanding service in promoting international commerce. McCabe was selected for his "enlightened leadership in developing the joint-venture concept in international trade."

This year's award banquet was held in the Grand Ballroom of the Sheraton Hotel, Philadelphia. The gathering marked the association's 33rd year. Membership has grown to about 500, representing a variety of Philadelphia-area firms with international commercial interests.

U.S. firms, doctors invited to Pakistan Medical Conference

Invitations have been extended to U.S. medical men to attend and present papers at the Pakistan Medical Association's Eighth All Pakistan Medical Conference to be held in Dacca November 26-29.

The Association has offered to pay board and lodging of foreign participants during their stay in Dacca. It also plans to hold an exhibition of pharmaceutical products, surgical appliances and medical books. U.S. firms have been invited to participate in the exhibit.

Application submitted by Hawaii to establish Foreign Trade Zone

Examiners Committee appointed to investigate proposal which would place site at Honolulu

The State of Hawaii Department of Planning and Economic Development has filed an application with the Foreign-Trade Zones Board to establish a foreign-trade zone at Honolulu.

The application was filed under the Foreign-Trade Zones Act. The Board, consisting of the Secretaries of Commerce, Treasury, and Army, is authorized by this Act to grant to qualified public and private corporations permission to establish, operate and maintain foreign-trade zones in ports of entry of the U.S.

An Examiners Committee has been appointed by the Executive Secretary of the Board to investigate the application and report to the Board. Interested parties are invited to submit their views concerning the application on or before October 19, to the Executive Secretary, Foreign-Trade Zones Board, Department of Commerce, Washington, D.C., 20230. Those desiring to be heard orally at a public hearing should file a written request by that date.

If no request for a public hearing is received, or if the Examiners Committee determines that no hearing is necessary, the Committee will complete its investigation and report to the Board as soon as practicable on the basis of the application, accompanying exhibits, and any other pertinent information.

Proposed location

The site of the proposed zone consists of approximately 41,000 square feet of space at Pier 39, Honolulu, Hawaii, within Customs District No. 32 of the U.S.

Foreign-trade zones are currently in operation in New York City, New Orleans, San Francisco, Seattle, Toledo, and Mayaguez, Puerto Rico. They are areas within which U.S. customs laws governing the entry of admissible goods and payment of duty are not applicable. Domestic as well as foreign merchandise may be brought to a zone and stored for indefinite periods, displayed, broken down or repackaged, and used in processing and manufacturing.

Foreign merchandise is subject to customs laws relating to imports when transferred from a zone into the U.S. for consumption, but not if reshipped abroad.

General plans showing the location of the proposed Hawaiian zone and other related information may be examined at the office of the Executive Secretary of the Foreign Trade Zones Board in Washington, or at the office of the Collector of Customs, District No. 32, Honolulu, Hawaii.

Tariff Commission releases report on typewriter ribbon

The Tariff Commission has submitted to the President a report, under the Trade Expansion Act of 1962, on developments in the trade in cotton typewriter-ribbon cloth.

The report to the President presents statistical data and other information on typewriter-ribbon cloth, with emphasis on developments occurring since the Commission's 1963 report on the same subject. Certain portions of the report may not be made public since they contain information that would reveal operations of individual firms. The Commission therefore is releasing the report with those portions omitted.

Write: Secretary, Tariff Commission, 8th and E Sts., N.W., Washington, D. C., 20436.

Louisiana firm to study Ecuador port facilities

An affiliate of the firm of Barnard and Burk, Inc. of Louisiana, will explore the feasibility of developing port facilities at Bahia de Caraquez, Ecuador, as part of the Alliance for Progress.

The affiliate, Barnard and Burk of Ecuador, Inc., will also look into the possibility of improving an existing road from the port to Ecuador's principal banana-growing zone, which extends from Santo Domingo de los Golorados to Quevedo.

Under the agreement, the Agency for International Development will finance one-half of the cost of the survey, total cost of which is $176,165. There will be no cost to AID if the investor goes ahead with the project. If the firm decides against investing, the survey becomes U.S. property and AID will use it for the information of other companies.

Procurement rules simplified by AID

The Agency for International Development has completely rewritten and simplified the rules under which U.S. businessmen sell their goods to developing nations under AID programs.

The revisions, contained in a document known as Regulation I, were drafted with the help of more than 100 individuals, exporting firms and industry associations. The changes are the first since 1957.

The revisions will make it easier for U.S. suppliers to do business with importers in developing countries, but at the same time insure prudent expenditure of government funds.

Three major changes in the new regulations are as follows:

- More flexibility in the price which a supplier can quote. The new regulation takes into account various reasons for fluctuations in the price and allows for them, within margins which protect the government's interest.
- Elimination of unnecessary provisions pertaining primarily to selection of projects and programs.
- The new document clarifies the responsibilities which all parties bear when a sale is made under AID financing. In the past, responsibilities of the seller were not always clearly distinguished from those of the buyer and the foreign government. Regulation I summarizes the seller's responsibilities in one section, with citations to the specific rules.

For a copy of the new Regulation, **Write:** Regional Field Offices of the U.S. Department of Commerce, those of Small Business Administration, or directly from Department of State, Agency for International Development, Office of Material Resources, Washington, D.C. 20523.

Danish firm seeks joint venture cooperation with U.S. companies in developing countries

Claims long experience, current world-wide operations, substantial financial, capital equipment resources as advantages for U.S. participants

A Danish company with its own shipping line and over 100 offices, manufacturing and trading operations throughout the world is interested in contacting U.S. industrial concerns interested in manufacturing their products in any of the developing countries.

The Danish firm believes that with its long experience and current operations in many of the developing countries, coupled with its substantial financial and capital equipment resources, it is in a unique position to collaborate in joint ventures with U.S. manufacturers in these areas.

Such joint ventures, depending upon individual cases, could involve a local entrepreneur as well as the U.S. and Danish investors.

In Southeast Asia, the firm has five offices in Thailand, 12 in Malaysia, six in India, three in Pakistan and one each in Burma, Indonesia, Viet-Nam, Cambodia and Philippines.

African offices include five in Kenya, four in Nigeria, five in the Congo and one each in Southern Rhodesia, Burundi, Malawi, Rwanda, Sierra Leone and Liberia.

In Latin America the company has 11 offices in Brazil, four in Colombia and one each in Argentina and Chile.

A number of these offices run several establishments, including perhaps manufacturing, agricultural and trading operations. One company has 35,000 employees stationed around the world.

Processes, articles sought

The firm is particularly interested in contacting industrial firms which have processes or produce articles that lend themselves to manufacturing and marketing in developing nations and who may have limited experience in doing business abroad.

It would like to discuss possible joint ventures in which its capital and local market know-how gained through over 50 years of operations in conjunction with the specialized manufacturing knowledge and capital participation of a U.S. firm could be best employed to the mutual advantage of both participants and the developing nation concerned.

Write: East-Asiatic Co., Inc., 103 Front St., New York, N.Y.

License for records wanted in Venezuela

Fabrica Venezolana de Discos C.A., one of the top three record manufacturers in Venezuela, wishes to enter into a licensing agreement with a U.S. manufacturer for the production of U.S. phonograph records in Venezuela.

This company, employing 100 persons in a modern well-equipped plant, produces records made locally and presses records from matrices and tapes produced by a number of U.S. firms. Its sales amount to the equivalent of over $400,000 annually, representing over 20% of the local market, plus small occasional exports to neighboring countries.

Imports of phonograph records into Venezuela are subject to heavy restrictions and the market for records other than of classical music has to be supplied by local producers. There are nine phonograph manufacturers in Venezuela at present and most well-known labels, European as well as U.S., are already being produced there.

The local market for records, however, is good and Fabrica Venezolana de Discos believes it can readily absorb additional labels.

Write: Fabrica Venezolana de Discos, C.A., Edificio Favedica, Urbanizacion Industrial Carapa, 4a Calle, Caracas, Venezuela.

Direct U.S. investment welcome in Tanganyika

The Government of the United Republic of Tanganyika and Zanzibar has identified a number of investment opportunities in the forest products, building materials and chemical industries, as well as agricultural crop processing, and is interested in bringing specific proposals to the attention of firms considering investment in Tanganyika.

These opportunities range from the manufacture of mahogany veneers and plywood, vegetable shortening and small-scale papermaking to the molding of plastics and manufacture of pharmaceuticals, agricultural hand tools and soluble coffee.

According to the Government, it welcomes direct investment of foreign capital and has developed a number of incentives to assist new enterprises.

Write: Division of Industrial Development, Ministry of Industries, Mineral Resources and Power, P.O. box 234, Dar es Salaam, United Republic of Tanganyika and Zanzibar.

Colombian planners of resort-type hotel request U.S. help

Participation on joint venture basis desired by local committee

A group of leading businessmen in Medellin, Colombia, have formed a "Comité Pro-Hotel de Medellin" to promote construction and operation of a first-class 200-250 room resort-type hotel complete with swimming pool, tennis courts, putting green and other facilities of modern resort hotels.

Construction is expected to start in March 1965 and should be completed within three or four years. The hotel, which will cost about $2 million, will be the only one of its kind in that part of Colombia.

The "Comité" has begun its drive to obtain local stock subscriptions to finance construction but desires also to obtain the participation of U.S. investors on a joint venture basis.

Information available

Write: Dr. John Gomez Restrepo, Mgr., Comité Pro-Hotel de Medellin, Edificio La Ceiba No. 202, Medellin, Colombia.

Write: Bureau of International Commerce, Office of International Investment, File No. IRD-B, Washington, D.C., 20230.

Investment guides to industrial fields released by Turkey

Information should furnish foreign firms with opportunities in 10 areas

The Union of Chambers of Commerce, Industry and Commodity Exchanges of Turkey has made available condensations of 10 booklets, soon to be published, each describing investment opportunities in a particular industrial field.

Through its Investment and Promotion Center, the Union also has published *Investment Guide to Turkey*, a 185-page compendium of information which should prove of value to any firm interested in investing in Turkey.

Information contained in each of the 10 studies is designed to furnish prospective foreign investors basic facts concerning a particular industry as it is now constituted and to outline principal reasons for profit opportunities.

Industries covered include oil burners: industrial and central heating; refractory brick and fire-clay; fish canning and processing; rayon production; fertilizer; hand tools; chemicals: aluminum oxides, caustic soda, iron oxide and sulfuric acid; citrus fruit processing; internal combustion engines; and centrifugal and deep well pumps for irrigation.

No charge for study

To obtain a copy of the study pertaining to a particular area of interst, **write:** Bureau of International Commerce, Office of International Investment, File IRD-S, Department of Commerce, Washington, D.C., 20230, and designate the particular study desired.

The *Investment Guide to Turkey* covers in detail such subjects as "What does Turkey offer the Investor", "Procedures for Establishing Enterprises" and "Practical Aspects of Operating in Turkey". This last section deals with 14 topics ranging from taxation and marketing to the legal forms of business enterprise. Four appendices are included. Liberal use is made of maps, graphs, illustrations and statistics.

The publication is priced at $7.50. **Write:** Department of Industry, The Union of Chambers of Commerce, Industry and Commodity Exchanges of Turkey, Sehit Tegmen Kalmaz Cad. 30, Ankara, Turkey.

License to make cosmetics sought by Venezuelan firm

A Venezuelan firm wishes to enter into a licensing agreement with a U.S. manufacturer of men's and women's toilet preparations and cosmetic products.

The firm presently produces certain cosmetics under license of two U.S. companies and requires no technical or financial assistance.

It has 19 employees and seven travelling salesmen and claims to be equipped to handle complete lines, including lotions, shaving creams, powder compacts, lipsticks and mascaras.

Due to high import duties, practically all major U.S., French, German and British lines of toilet preparations and cosmetic products are already being produced locally. However, this firm, which proposes to increase its present modest share of the market, seems to offer a reasonably good opportunity for a U.S. manufacturer to enter this growing market.

Write: Bioderma C.A., Edificio Oyon Tovar, Calle Los Perez, Quinta Crespo, Caracas, Venezuela.

Television facilities sought in Malagasy

The Government of the Malagasy Republic is reported to be seeking offers to establish television in Madagascar.

Conditions include:

- The successful bidder will pay all costs of installation and operation of the station. The Government will make no financial contribution.
- Programs and telecasts will be subject to control by the Government.
- The Government will accept the lowest offer.
- The successful bidder assumes the responsibility of training Malagasy technicians at its own expense.
- The Malagasy Government reserves the right to purchase, at any time, all or any part of the installation.
- The Government also reserves the right to use the television station.

Write: (preferably in French) Secretariat d'Etat a l'Information et au Tourisme, Place de l'Independance, B.P. 491, Tananarive, Malagasy Republic.

For further information **contact:** Business and Defense Services Administration 308, Electronics Division, Rm. 4117, Department of Commerce, Washington, D.C., 20230. (Telephone: 967-4036).

Indian fruit-grower proposes to make foods with U.S. help

Technical, financial participation in $1.2 million joint venture asked

A $1.2 million venture to produce instant foods from bananas, limes, mangoes, tomatoes and milk by the vacuum dehydration process is proposed by an Indian fruit-grower seeking U.S. financial and technical participation to help launch the project.

An industrial license has been granted by the Indian Government.

The plant, which would be located at Bulsar in the Bombay district in the heart of the banana- and mango-growing and milk-producing area, would be designed to produce 1,000 metric tons of instant foods a year on a three-shift basis.

Initial outlay for the plant is estimated at around $920,000 of which some $300,000 would be required of the U.S. participant to cover the cost of imported machinery and equipment.

No market estimate yet

Although the potential market for instant foods of this nature is difficult to estimate because none are produced in India at the present time, according to the promoter, the annual allocation of foreign exchange by the Government of India for the importation of canned and preserved foods amounts to around $10 million annually. In addition to supplying the domestic demand, the promoter of this enterprise anticipates exporting about 25% of the plant's output, mainly to Europe, Far Eastern countries, and the U.S.

Write: Bureau of International Commerce, Office of International Investment, File No. 4-2034-2-H, Department of Commerce, Washington, D. C., 20230.

METAL BUILDINGS

Manufacturer of different types of metal sections for prefabricated and demountable metal buildings principally for warehouses, poultry sheds, desires to enter into licensing arrangements, obtain technical assistance from U.S. company in same field. It would also consider a joint venture arrangement.

Write: Senor Jose Luis Saso Vega, NAPRESA, Calle Gamazo 4, Valladolid, Spain.

Malaysian firm to set up industries in India; ask for proposals on plants

Initial priority to be on 3 out of 12 plants

Sheo Prasad Sharma, of the Sheo Prasad Sharma Co., Ltd., 6-C/F D'Almeida St., P.O. Box 201, Singapore 1, Malaysia, requests complete estimates and information on plants and machinery intended for setting up industries in the provinces of Uttar Pradesh (U.P.) and Bihar, India.

The turn-key projects will include a complete plant for a cement factory; a sugar factory; a plant for making machine tools; a plant for making pig iron; a plant for making imitation leather; a plant for making paper, preferably newsprint; a plant for steel castings; a plant for industrial plastics, furniture, household goods; a plant for distilleries from molasses; a glass factory for making tumblers only; a textile mill for making cotton yarn only—from 12,000 looms to 25,000 looms and a synthetic fiber plant.

Only 3 of the 12 plants are to be set up initially. Priority will be given to those which are simplest to install, easy to operate, inexpensive in price and for which prompt delivery of machinery can be made.

Manufacturers are requested to submit quotations c.i.f. Calcutta, India. Payments will be made from Singapore.

Guatemala seeks construction bids on 30-mile road project

The Departamento de Bienes Nacionales, Guatemala City, invites bids from legitimately established local and U.S. construction firms on a road construction project.

The work includes terracing, retaining walls, vaultings and one bridge on a 30-mile stretch of road between El Rancho and Santa Elena on the route to Salama, Department of Baja Verapaz.

The tender No. is 34-64 and the bid deadline is 9 a.m. Oct. 15.

The Banco de Guatemala, Guatemala City, Guatemala, C.A. may be consulted regarding financial references. Correspondence is preferred in Spanish. Complete technical specifications are available at Direccion General de Caminos, Guatemala City, Guatemala, C.A.

Syria requires chemicals, plastics and pulverizers

The Government of the Syrian Arab Republic has issued tender No. 80/64 with a bid deadline of Oct. 19 for the supply of the following materials and equipment:

Fifty metric tons of zineb (zinc ethylene bisdithiocarbamate) in powder; 342 metric tons of Maneb (ethylene bisdithiocarbamate of manganese) in powder; 27,500 liters of Vapam (methyl dithiocarbamate of sodium); 100 metric tons of polyethylene in rolled sheets (sample required by air shipment); and 2,000 lightweight pulverizers, with two-cycle motors (sample required by air shipment).

Copies of the terms and specifications, in French, of the tender are available for $1 from Ministere De l'Economie, Monopole Des Tabacs, Direction Generale, Rue Salhie, B.P. 616 Damascus, Republique Arabe Syrienne. Cable address: MONOTAB-DAMAS.

A copy of the terms and specifications, in French, also is available on loan to firms located in the U.S. from the Chemical and Allied Products Division, Rm. 4409, BDSA-6260, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3529.

Iraq needs fertilizers for newly-set-up company

General Drugs & Chemical Imports & Distribution Co., which was recently established by the Government of Iraq to be the sole importer and distributor of a number of products, including fertilizers, has submitted a list of fertilizers that it desires to purchase. (See INTERNATIONAL COMMERCE, Sept. 7, p. 27 for story on establishment of this public company). The quantities (in metric tons) and types of fertilizers requested are: 5000 tons ammonium sulfate, not less than 21% N; 50 tons single superphosphate, not less than 16% P_2O_5; 50 tons triple superphosphate, not less than 45% P_2O_5; 100 tons potassium chloride, not less than 60% K_2O equivalent; and the following compound fertilizers: 350 tons 20-20-0, 100 tons 15-15-9, 250 tons 25-10-0 and 100 tons 20-10-10. The ammonium sulfate and potassium chloride are desired in 100-kilogram new jute bags and the other materials in 50-kilogram new polyethylene lined jute bags.

Offers should be made to Salem Majid Saleem, Managing Director and Chairman of General Drugs & Chemicals Imports & Distributing Co., Baghdad; telegraph address Kimadia, Baghdad.

It is requested that the offers include complete address of supplier, details of the products which the company can supply, full specifications (methods and nature of packing), C. & F. Basra prices and other pertinent information.

Mozambique requests bids on radio and electrical equipment for Beira Airport

The Mozambique Civil Aeronautic Services in Lourenco Marques has requested bids for furnishing equipment for a high voltage transmission system, an airport transmitter and receiver and a radio beacon for Beira Airport.

Bid documents may be examined at the Administrative Office of the Mozambique Civil Aeronautic Services in Lourenco Marques or at the Aeroporto Sacadura Cabral, Beira, Mozambique.

Bids must be received by 10 a.m., Nov. 4 at the Servico de Aeronaautica Civil de Mozambique, Caixa Poseal No. 227, Lourenco Marques, Mozambique.

Sewage treatment plant planned for Algiers; other plants projected

Successful bidder in position to compete in further projects

U.S. firms interested in qualifying for bidding on the construction of a sewage treatment plant for Algiers are requested to submit (1) general references, (2) list of similar completed projects, with particular reference to work in sub-tropical areas, (3) financial references, (4) brochures, drawings, analyses, and other pertinent information.

Requests for consideration for bidding should be submitted before Oct. 31 to: Monsieur l'Administrateur General de la Ville d' Alger, Direction Generale des Services Techniques, Bureau Administratif-Nouvel Hotel de Ville, Rue Asselah Hocine, Alger, Algeria.

Firms accepted for bidding will be notified individually of the conditions. The cost of the project is estimated to exceed a half million dollars. The successful firm would be in a good position to compete for subsequent projected plants for other Algerian cities.

Transformer bids requested for New Zealand substations

The New Zealand Electricity Department, Wellington, is inviting tenders for the supply and delivery of two 50 mva, 110/33kv transformer banks and spare unit for the Wilton substation to be covered under Contract No. 445 and two 50 mva, 220/33 kv transformer banks and spare units for the Invercargill and Edgecumbe substations under Contract No. 446. The bid deadline on the contracts are Nov. 24 and Dec. 1 respectively.

Tenders should be submitted to the New Zealand Electricity Department, Wellington (The Secretary, Tenders Committee), New Zealand.

A copy of tender documents and specifications is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

Prequalification instructions for highway bidders available

The Finnish National Board of Public Roads & Highways has released copies of "International Competitive Bidding Preliminary Information and Instructions for Prequalification for the Performance of Work on the Motorway Section West of Helsinki between Gumbole and Veikkola." (INTERNATIONAL COMMERCE, Sept. 21, p. 27).

Prequalification booklets are available to U.S. firms on a short term loan basis from Building Materials and Construction Industries Division, Rm. 4012, BDSA-6460, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3601.

Iraq issues tender; invites communication equipment bids

The Central Foreign Purchasing Board has issued tender No. 53/64 which requests the supply of 25 remote control transmitter-receiver stations-300 watts, 4-6 channel, AM, with a bandwidth of 100 Kc to 30 Mc, and capable of RT/CW operation.

Also requested are 50 10-Kg transistorized HF Walkie Talkies SSB-AM and 100 engine-driven battery charging sets.

Bids are due at the Central Foreign Purchasing Board, Ministry of Finance, Baghdad, on Dec. 13.

Terms and specifications may be obtained from the Central Foreign Purchasing Board, Ministry of Finance, Baghdad, upon payment of ID1 ($2.80) per copy plus 70¢ mailing. Loan copies are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2328.

Antenna matching transformers needed for HF transmitters

The Director General, Posts & Telegraphs, Burma, has issued tender No. 3W(64-5) which invites offers for the supply of antenna matching transformers for HF transmitters and receivers in quantities of 10 and 15, respectively.

Bids must be submitted to the Director General, Posts & Telegraphs, Burma, No. 125, Phayre St., Rangoon, by Oct. 22.

Copies of the specification may be obtained from the above addressee, or on a loan basis by firms located in the U.S., from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-2328.

Consultant sought by Pakistan

Pakistan invites bids for the appointment of a consultant for the preparation of preliminary reports, designs, specifications, estimates and tender documents in connection with the procurement of two tugs and four barges.

Particulars of the work required and tender forms can be obtained from the Office of the Secretary, East Pakistan Railway Board, Railway Bldg., Chittagong, upon payment of Rs. 10.00 ($1.30) which is non-refundable.

Deadline date for opening bids is Oct. 15.

Tender form and instructions may be seen in the office of the Water Industries and Engineering Service Division, Rm. 4111, Departpartment of Commerce, Washington, D.C. 20230.

Iran seeks cast iron pipe bids

The Ports & Navigation Organization, Naderi Ave., Tehran, Iran, invites bids on the supply of cast iron pipe and fittings.

No extension of time will be considered, the deadline being 9 a.m. Nov. 21. Bids are to be opened and read at 10 a.m.

Tender documents are available from the aforementioned organization on payment of U.S. $7. Copies of the bid notice are available on a short term loan basis to firms located in the U.S. from the Building Materials and Construction Industries Division, Rm. 4012, BDSA 6460, Department of Commerce, Washington, D.C. Telephone: 202-WO 7-3601.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

193 Tank Components

GERMANY—Parts for military tanks (U.S. Ordnance) M-113, M-107, M-109. Automotive Service Parts, August G. Durian (importer, wholesaler, exporter), 75 Karlsruhe/Baden, Gerwigstrasse 52. WTD 8/20/64.

200 Food

MALAYSIA—Canned meats and vegetables. Requests replies from manufacturers/suppliers, quotations cif Singapore. Prices must be competitive. Shum Yut Sang, Hopson Co. Ltd. (importer, wholesaler), 2-J Asia Insurance Bldg., Finlayson Green, Singapore 1. WTD 9/8/64.

201 Meat Products

● **GREECE**—Frozen beef, 800 m.t.; frozen mutton, 700 m.t. Bid deadline Oct. 12. State Purchases Directorate A, Ministry of Commerce, 16 Aghiou Constantinou St., Athens.★ (Telephone: 202-WO 7-4794).

203 Canning, Preserving Food

PHILIPPINES—Canned fish. Good Earth Commercial Co. (importer, wholesaler), 70-76 F. Gonzales St., Cebu City. WTD 9/11/64.

204 Grain Mill Products

FRANCE—Sorgo grains in bags of 110 lb. each; American hybrid sorghum of "Milocorn" variety desired for preparation of cattle feed. Subject concern potential direct importer of 300 m.t. of grain sorgo. Requests replies and quotations from wholesalers and exporters only. Georges Dubedout Fils & Co. (Etablissements) (wholesaler, importer, exporter), 30 Allees d'Orleans, Bordeaux, Gironde. WTD 9/11/64.

PHILIPPINES—Flour. Good Earth Commercial Co. (importer, wholesaler), 70-76 F. Gonzales St., Cebu City. WTD 9/11/64.

UGANDA—Chicken, cow, pig feed. Requests replies from wholesalers. Kewerimidde Trading Stores (retailer), P.O. Box 3635, Kampala. WTD 12/20/63.

207 Confectionery

MALAYSIA—Fancy candy and chocolate in cans. Requests replies from manufacturers/suppliers, quotations cif Singapore. Prices must be competitive. Shum Yut Sang, Hopson

Co. Ltd. (importer, wholesaler), 2-J Asia Insurance Bldg., Finlayson Green, Singapore 1. WTD 9/8/64.

213 Tobacco

GERMANY—Tobacco for cigars. Joh. Lud. Reiner (manufacturer), Zigarrenfabriken, 71 Heilbronn/Neckar, Badstrasse 54-60. WTD 6/19/64.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

AUSTRALIA—Fabrics for men's shirts and ladies' blouses; nylon; other synthetic fiber sports wear; stretch fabrics of various types; direct purchase and agency. William W. Stuart & Co. (importer, manufacturers' representative), 325 Flinders Lane, Melbourne, C.1., Victoria. WTD 2/14/64.

GERMANY—Nylon broad-woven fabrics for manufacture of ladies' dressing gowns and ladies' underwear. Offers for quantities of 10,000 yd. or more should be accompanied by samples. Ringella Waeschefabrik Alex Rink oHG. (manufacturer), Nordstrasse 6, Hildesheim. WTD 9/25/63.

223 Broad Woven Fabric Mills, Wool

AUSTRALIA—Textiles for men's shirts and ladies' blouses; sportswear and stretch fabrics, various types; direct purchase and agency. William W. Stuart & Co. (importer, manufacturers' representative), 325 Flinders Lane, Melbourne, C.1., Victoria. WTD 2/14/64.

ENGLAND—Woolen whipcord for manufacture of coats. Dannimac (Manufacturing) Ltd. (manufacturer, exporter), Lime Mill, Hollinwood, Oldham. WTD 1/13/63.

224 Narrow Fabrics, Other Smallwares Mills

AUSTRALIA—Ribbons, tapes, bindings; direct purchase and agency. T.B.P. Textile Byproducts Pty. Ltd., 16-18 Guildford Lane, Melbourne, C.1., Victoria. WTD 4/17/64.

229 Textile Goods

GERMANY—Textile waste, new; wiping cloths. Otto Nachmann (importer, exporter, wholesaler, manufacturer), 75 Karlsruhe-Durlach, Alte Karlsruher Strasse 8. WTD 6/30/64.

Textile waste for production of polishing wheels. Paul Seiz KG (manufacturer, importer), 7 Stuttgart-Stammheim, Zikadenweg 14. WTD 8/19/64.

230 Apparel

GERMANY—Children's outerwear, underwear, swimsuits made of synthetics, pajamas. Hans Braun KG (manufacturer, importer, exporter), 7332 Eislingen/Fils, Postfach 1. WTD 9/17/63.

239 Fabricated Textile Products

● **CEYLON**—Canvas tents: 150 double fly, 350 outer-flys only, 13′ long by 23′ overtop, with rectangular portico at each end; 200 double fly, 400 outer-flys, 13′ long by 26′ overtop, with triangular portico at each end, in accordance with specifications and sketches. Tender No. 25, bid deadline Nov. 10. The Chairman, Tender Board, Ministry of Lands, Irrigation & Power, Colombo.★ (Telephone: 202-WO 7-5469).

242 Sawmills, Planing Mills

FRANCE—Construction lumber, timber, hard or soft wood, sawed, white fir, Douglas fir, or other categories suitable for use in the building trade, in different lengths, widths. Direct purchase and agency. Etablissements Lasserre (wholesaler, sales agent), 14-22 Rue des Martyrs, Toulouse, Haute-Garonne. WTD 1/28/64.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

FRANCE—Prefabricated wood buildings, panels, sections thereof. Fabricated frames, framing, windows, doors, structural elements of various types for building trade, including exterior millwork, other types of construction products. Direct purchase and agency. Etablissements Lasserre (wholesaler, sales agent), 14-22 Rue des Martyrs, Toulouse, Haute-Garonne. WTD 1/28/64.

262 Paper Mills, Products

AUSTRALIA—Newsprint, in large rolls. Direct purchase and agency. S. R. Deans (manufacturers' representative), 333 George St., Sydney, N.S.W. WTD 9/10/64.

● **BURMA**—M. G. blue match paper in rolls and sheets, 39 grams per sq. meter and 48 grams per sq. meter; ocean Kraft paper, rolls, 135 grams per sq. meter; M. G. full bleach poster paper in sheets. Quantities not specified. Tender No. 50/PP-16/64 (Paper), bid deadline Oct. 15. People's Stores Corp., Industrial Raw Materials Division, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-3003).

MALAYSIA—Lithographic and off-set paper. Requests replies from manufacturers/suppliers, quotations cif Singapore. Prices must be competitive. Shum Yut Sang, Hopson Co. Ltd., 2-J Asia Insurance Bldg., Finlayson Green, Singapore 1. WTD 9/8/64.

263 Paperboard Mills, Products

MALAYSIA—Cardboard; strawboard; requests replies from manufacturers/suppliers with price quotations cif Singapore. Prices must be competitive. Sing Chow Co. (importer, retailer, manufacturer), 23 Tan Quee Lan St., Singapore 7. Attn: Yue Yau Seng. WTD 8/24/64.

265 Paperboard Containers, Boxes

NETHERLANDS ANTILLES—Cardboard cartons suitable for shipment of 24 one-quart cans of motor oil. Thomassen & Drijver (manufacturer), Rijkseenheid Blvd., Curacao. WTD 8/28/64.

273 Books

GERMANY—Scientific books: new, secondhand; old prints (engravings). Mueller & Graeff (importer, exporter, retailer), 7 Stuttgart-N, Calwerstrasse 54. WTD 6/19/64.

Books in the field of architecture and civil construction. Karl Kraemer, Fachbuchhandlung and Verlag (manufacturer, retailer), 7 Stuttgart-W, Rotebuehlstrasse 40. WTD 12/23/63.

281 Industrial Chemicals

AUSTRALIA—Chemicals for tanning industry; specifically for tanning leather for shoes. J. R. Hinchley & Co. Pty. Ltd. (industrial chemicals), P.O. Box 75, North Brisbane, Queensland. WTD 8/13/64.

● **COLOMBIA**—Aluminum sulfate, 17% Al_2O_3, ground, for water treatment, in accordance with AWWA B403 standards, preferable in 100-lb. jute bags with inner polyethylene bags, or in multiply kraft bags, 500 m.t. Quotations in U.S. dollars, either fas or fob, U.S. port, packing included. Tender No. 018/9/64, bid deadline Oct. 10. Empresas Publicas de Medellin, Departmento Comercial, Aptdo. Aereo 940, Medellin.★ (Telephone: 202-WO 7-3468).

● **GUATEMALA**—Chlorine, liquid for water purifying 60,000 lb. packed in 2,000-lb. cylinders and 30,000 lb. packed in 150-lb. cylinders. Cylinders to be furnished by buyer. Tender No. 3-64, bid deadline Oct. 13. Correspondence preferred in Spanish. Municipalidad de la Ciudad de Guatemala, Palacio Municipal, Guatemala City.★ (Telephone: 202-WO 7-3465).

THAILAND—Soda ash, 99% sodium carbonate, minimum iron oxide content, 5,000 metric tons. Packed in jute bags 50/100 kilos each. Delivery 500 M/T mid-November; additional 500 tons each following mid-month. C. and F. or c.i.f. Bangkok. Certificate of quality and sample requested. Wheelock Marden & Co., Thailand Ltd. Cable address Wheelock, Bangkok.★ (Telephone: 202-WO 7-3465).

282 Synthetic Materials

NETHERLANDS—Synthetic fibres, tow, tops, wastes. Requests replies from manufacturers only. Direct purchase and agency. N.V. Europese Textielgrondstoffen Industrie "Eurotex" (commission merchants), Bredaseweg 257, Tilburg. WTD 9/14/64.

284 Cosmetics

NEW ZEALAND—Cosmetic dyestuffs for semi-permanent hair rinses, black and brown dyes. Leon Products (N.Z.) Ltd. (importers, manufacturers, wholesalers), Ellison Chambers, Queen St., Auckland. WTD 9/9/64.

285 Paints, Varnishes, Lacquers, Enamels

● **BURMA**—Paint, coach finish, 1,450 gal., thinner 100 gal. Tender No. 20/06/GH(G)64, bid deadline Oct. 22, 4 p.m. The Secretary, People's Stores Corp., Electrical & Hardware Stores, c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-3512).

287 Agricultural Chemicals

BRAZIL—Fertilizers (mixed), fertilizer chemicals, fungicides, insecticides; requests replies from suppliers, with fob U.S. port quotations. Exportadora e Importadora Atlas S.A. (importer, wholesaler), Caixa Postal 639, Sao Paulo. WTD 9/18/64.

● **IRAN**—DDT/lindane (30/9%) emulsifiable concentrate, 50 tons; toxaphene/DDT (40/20%) emulsifiable concentrate, 50 tons; lindane/DDT (21/69%) wettable powder. Bid deadline Oct. 27. Iran Factories Co., Tehran.★ (Telephone: 202-WO 7-3910).

● **IRAQ**—Benzene hexachloride, W.P., 250 m.t., malathion, 50% E.C., 38, 190 litres. No bid deadline indicated. General Drugs & Chemicals Imports & Distribution Co., British Bank Bldg., New Bank St., Baghdad.★ (Telephone: 202-WO 7-3910).

289 Chemical Products

MALAYSIA—Printing inks. Requests replies from manufacturers/suppliers, quotations cif Singapore. Prices must be competitive. Shum Yut Sang, Hopson Co. Ltd. (importer, wholesaler), 2-J Asia Insurance Bldg., Finlayson Green, Singapore 1. WTD 9/8/64.

PHILIPPINES—Bleaching chemicals; dyes; stain removers for use in commercial laundry and dry cleaning service. Cebu Steam Laundry & Dry Cleaning, 32 Espana St., Cebu City. WTD 9/14/64.

307 Plastic Products

AUSTRALIA—Plastic dishes, household items,

novelties. Universal Distributors Pty. Ltd. (importer, wholesaler, manufacturer), 3-5 Goodwin St., Richmond, Victoria. WTD 7/17/64.

ISRAEL—Plastic sheets, thickness 0.22 millimeters, pastel shades, interesting patterns, e.g. historic sites, monuments, U.S. gardens, landscapes used in manufacture of ladies' handbags, purses, cosmetic bags, similar items; requests prompt offers including samples and prices. "Israel Mastercraft" (importer, exporter, agent), P.O. Box 14158, Tel Aviv. WTD 6/26/63.

JAPAN—Teflon tubing; requests replies with literature and prices. Tokai Rubber Industries, Ltd. (manufacturer), 3600 Utazu, Kitatoyama, Komaki City. WTD 4/6/64.

311 Leather Tanning, Finishing

GERMANY—Velvet garment leather made of sheep skins. Brauch & Frey, Fabrik fuer Lederbekleidung (manufacturer), 7107 Bad Wimpfen/Neckar, Mathildenbadstr. 2. WTD 9/17/64.

SWEDEN—Leather for manufacturing clothing, shoes, handbags, gloves. Direct purchase and agency. Requests quotation cif Sweden. AB Ehrnberg Produkter (agent, wholesaler), Kopmangatan 1, Orebro. WTD 9/9/64.

316 Luggage

GIBRALTAR—Non-leather suitcases. Pohoomull Brothers (Europe) (importer, exporter), P.O. Box 137, Gibraltar. WTD 10/17/63.

331 Steel Mill Products

● **BURMA**—Galv. wire, 300 lb. per mile, 50,000 lb; and 150 lb. per mile, 5,000 lb. Tender No. 4L(64-5), bid deadline Oct. 30. Director General, Posts & Telegraphs Burma, 125 Phayre St., Rangoon.★ (Telephone: 202-WO 7-2363).

● **INDIA**—Carbon steel hex. bars, SAE-1045, 9/16" to 2½", random lengths 17 to 20 feet. Total quantity required, 1,250 meters. Tender No. 774/Beas/PR53912/W-18486/Global, bid deadline Dec. 2. Chief Purchase Officer, Beas Purchase Organization, P.O., Talwara Township, Distt. Hoshiarpur. Tender documents available, free of charge, from India Supply Mission (Ref. No. D/ENQ/1288), Washington, D.C. 20008.

● **IRAQ**—Cold rolled drum sheets: 45,000 pcs. 35½" x 70¼" x 24 B.G. and 60,000 pcs. 26⅝" x 39¼" x 24 B.G. Tender No. 39/64, bid deadline Oct. 20. Purchasing Committee, Government Oil Refineries Administration, Baghdad.★ (Telephone: 202-WO 7-2363).

JAPAN—Steel cord, 0.15 m/m and 0.15 m/m x 7 ply, to be used in manufacturing high-pressure hydraulic hose; requests replies with prices, cif Japan. Tokai Rubber Industries, Ltd. (manufacturer), 3600 Utazu, Kitatoyama, Komaki City, Aichi Prefecture. WTD 4/6/64.

● **PAKISTAN, WEST**—2,500 tons of metallurgical hard coke. Tender PR-I/64/Coke/3, bid deadline Oct. 2. Tender documents available from the Office of the Secretary, Railway Board, Government of West Pakistan, PW Railway Headquarters (Rm 7, First Floor), Empress Rd., Lahore, upon payment of approx. $5.25 (Rs. 25) per set. One copy available for consultation at the Consulate General of Pakistan, 12 East 65th St., New York, N.Y.

● **SOUTH AFRICA**—Carbon steel bars, 500 tons 6½" sq. for manufacture of boiler tubing to B.S.S. 3059/6 spec. Also 250 tons 6½" sq. and 250 tons 7½" sq. for manufacture of tubing to A.P.I. 5L, grade A. spec. Enquiry No. CB/MD/14. Owing to the urgent nature of this enquiry the closing date for tenders has been fixed for Oct. 16 and tenders earlier than this may receive preference. The Chief Buyer, Stewarts & Lloyds, P.O. Box 74, Vereeniging, Transvaal.★ WTD 1/15/64. (Telephone: 202-WO 7-2363).

SYRIA—Manufacturer of deep well turbine pumps wishes to import steel pipes, sizes 3", 4", 5", 6", 8". Agop Adjemian, Bab el-Hadid St., Aleppo. WTD 9/8/64.

● **TAIWAN**—Carbon steel bars as follows: approx. 18 tons squares, 130 mm. to 180 mm. x 2,500 mm., C-1010 to C-1015, AAR Spec. No. M-1221-48; approx. 127 tons squares, 60 mm. to 120 mm. x 5,500 mm., C-1020 to C-1025, AAR Spec. No. M-122-48 and approx. 116 tons rounds 36 mm. to 70 mm. x 5,500 mm., C-1020 to C-1025, AAR Spec. No. M-122-40. Tender No. GF 2B19599, bid deadline Oct. 22. World Wide Free Country. Purchasing Dept., Central Trust of China, 49, Wu Chang Jie, Sec. 1., Taipei.★ (Telephone: 202-WO 7-2363).

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **BURMA**—Aluminum corrugated sheet, 9 sizes, 1,950 tons. Tender No. 5/05/64-65 (P), bid deadline Oct. 30. People's Stores Corp., Construction Stores Division, 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2181).

● **INDIA**—Solder, 18SWG/rosin cored wire, 20,920 kgs. (60/40 grade). Tender No. 31365/B/SPC, deadline Nov. 6. The Purchase Officer, Indian Telephone Industries, Ltd., Dooravaninagar, Bangalore 16, Mysore.★ (Telephone: 202-WO 7-2298).

● **IRAQ**—Supply of cable, bell wire, twin flat, conductors of tinned copper wires insulated with single layer of vulcanized rubber or P.V.C. (3,000 yd.); silver gray, P.V.C. insulated and sheathed cable, tropical grade, 250 v. (1,000 yd.); pyrotenax lighting cable, 440 v. (586 yd.); single P.V.C. earthing flexible cable (1,000 yd.); miscellaneous electrical supplies. Tender No. Tawzee/34/1964, bid deadline Oct. 25. Administration of Distribution of Oil Products, P.O. Box 302, Baghdad.★ (Telephone: 202-WO 7-2162).

343 Heating Apparatus, Plumbing Fixtures

NETHERLANDS—Compact natural gas fired air heaters (draft burners, up to 200,000 B.T.U. each) for industrial and light commercial use, especially for greenhouses; suitable for mounting in one unit, with controls and thermostats coupled together. Direct purchase and/or agency. Exclusive representation for manufacturers only. Literature and price lists requested. N.V. Luchtverhitting Industrie "Cross-Flow" (importer, sales agent), 18-20 Hofwijckstraat, The Hague. WTD 6/30/64.

351 Engines, Turbines

SYRIA—Two 15,000 K.W. gas turbine engines. Atef Kasri, Electric Establishment (government agency), Balkiss St., Damascus.

Manufacturer of deep well turbine pumps wishes to import diesel engines with clutch of of 20 hp., 30 hp., 40 hp., 50 hp., 60 hp., 80 hp. Agop Adjemian, Bab el-Hadid Street, Aleppo. WTD 9/8/64.

352 Farm Machinery

GREECE—Agricultural tractors, accessories, all kinds. Requests replies from manufacturers only. Direct purchase and agency. Biamax S.A. (manufacturer, importer, distributor, exporter), 40 Leoforos Athinon, P.O. Box 617, Athens. WTD 9/4/64.

LIBYA—Wishes to represent manufacturer of all types of farm machinery and implements. Plans to organize sales and service organization. Direct purchase and agency. Azzabi Brothers (importers, shippers, insurers, contractors), P.O. Box 659, (Barclays Bank Bldg.), Tripoli. WTD 7/14/64.

353 Construction Machinery

ECUADOR—Fork, operator-riding gasoline truck; used or reconditioned; maximum lift capacity 8,000 lb.; contact plates 10" x 48"; cif Port of Guayaquil. International Shipping Agency, P.O. Box 1063, Quito. WTD 9/3/64.

● **INDIA**—Global tenders invited for 2 automatic aggregate-cement weigh batchers having a capacity of 6,000 lb. per batch. Power supply available is AC 220/200 v. single phase; 400 v., 3 phase, 50 cycle, second frequency. Submit bids with complete specifications and detailed technical illustrations. Tender No. 783, BEAS/PR/51328/P-15076/Global, bid deadline Dec. 7. Chief Purchase Officer, Beas Purchase Organization, P.O. Talwara Township, Dist. Hoshiarpur. Tender documents available, free of charge, from India Supply Mission, (Ref. D/ENQ/1290), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● 10 off-highway haulers, rear and/or side dump bodies, 9-12 cu. yd. struck capacity, diesel-powered, suitable for hauling rock and excavated material on dirt roads having steep-adverse grades. Tender No. I/UBDC/64, bid deadline Oct. 19. Superintending Engineer, Hydel U.B.D.C. Construction Circle, Pathankot, Punjab.★ (Telephone: 202-WO 7-5566).

● **IRAN**—Three diesel-powered wheel type tractor-shovels, 1 cu. yd. capacity; 15 side dump 1¼ cu. yd. rail cars (decovils) designed for use on track gauge of about 600 MM; 1,200 meters of rails, 14 kilos per linear meter with rail splices and screws for assembling. Bid deadline Nov. 1. The Imperial Government of Iran, Ministry of Economy, Ports & Navigation Organization, 333 Naderi Ave., Tehran. Copies of tendering, general conditions, technical specifications, bill of quantities available from Ministry in Tehran.

● **IRAQ**—One mobile-mounted bituminous mixing plant, 20 tons per hour capacity; one self-propelled crawler-mounted bituminous finisher. Tender No. 132/64, bid deadline Nov. 5. Iraqi Ports Administration, Basra.★ (Telephone: 202-WO 7-5566).

● **NEW ZEALAND**—Two 4¼ cu. yd. crawler-mounted diesel-powered power shovels. Tender No. SMQ 3673 PW 78/8/22, bid deadline Oct. 21. R. J. Thomas, Stores Manager, Ministry of Works, P.O. Box 8024, Wellington. Copies of specifications available from New Zealand Senior Trade Commisioner in the U.S., 1145 19th St., NW., Washington, D.C. 20036.

● **TAIWAN**—2 wheel type tractor shovel-loaders, diesel powered, 1 cu. yd. capacity bucket. Set of spare parts recommended by bidder for 6,000 hours of operation. Tender No. GFC-18828(P), bid deadline Oct. 21. Purchasing Dept., Central Trust of China, 49, Sec. 1 Wuchang St., Taipei.★ (Telephone: 202-WO 7-5566).

354 Metalworking Machinery

AUSTRALIA—Metal finishing equipment for plating, anodizing, and similar operations; direct purchase and agency. A.G. Healing Ltd. (importer, wholesaler, manufacturer), 167-173 Franklin St., Melbourne, Victoria. WTD 3/18/64.

Hydraulic press for extrusion of hot bronzes and brasses. Pan Pacific Merchants Pty. Ltd. (importer, wholesaler), Trust Bldg., 155 King St., Sydney. WTD 9/3/64.

BRITISH GUIANA—Wind charger; requests replies from manufacturers only. Spellens Electrical Service Station (importer, retailer, commission agent), 133 Church St., Georgetown. WTD 9/9/64.

● **CEYLON**—Universal testing machine for compression, tension, structural, transverse, shear, bend, timber testing; maximum load 250 tons. Bid deadline Oct. 28. Public Works Dept., Colombo. Tender document may be obtained by writing: Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C.

GERMANY—Electric hand tools, for do-it-yourself purposes, home shop type. Direct purchase and agency. Kress-Elektrik GmbH & Co KG (manufacturer), 7457 Bisingen/Hohenzollern. WTD 9/11/64.

● **INDIA**—3 brake drum lathes, for turning and grinding, 6″-24″ diameter, 7½″ in depth. Tender No. SWP6/3156-P/111, bid deadline Oct. 27. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission (Ref. D/ENQ/1265), 2536 Massachusetts Ave., NW., Washington, D.C. 20008, for 50¢ each.★ (Telephone: 202-WO 7-3294).

● Oscillating tool grinder, 350 mm grinding wheel. Tender No. SWP/7/5081/018-A/111, bid deadline Oct. 30. Director General of Supplies & Disposals, Parliament St., New Delhi. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. No. D/ENQ/1294. Price $1.05.

IRAQ—Complete plant for production of straight asbestos-cement pipes of 4 to 5 meters in length. Daily capacity of proposed plant, 50-100 tons per 24 hours, 3 shifts. Machinery required includes fully automatic cutting and testing machines, overhead cranes, heating system, asbestos preparation system. Asbestos Industries Co. (manufacturer, wholesaler), 159/1 Baghdad Hotel Bldg., Sa'doun St., Baghdad. WTD 6/23/64.

● Garage equipment including, but not limited to: 4 air compressors; hydraulic workshop press, 25 tons capacity; 15 oil drum pumps; hydraulic floor crane, manually operated; 3 bench grinders 6″ double wheel. Tender No. S-3, bid deadline Oct. 14. Directorate General of Sewerage Board, Ministry of Municipal & Rural Affairs, Baghdad, against payment of (IDL. 500) $4.20 per copy, plus $1 to cover air mailing charges from Baghdad to the U.S.★ (Telephone: 202-WO 7-3294).

355 Special Industry Machinery

AUSTRALIA—Lens grinding machines; lens polishing machines; lens centering machines or tables, complete with spindles; lens edge grinding machines, complete with spindles; lens coating machines. Hanimex Pty. Ltd. (importer, exporter, manufacturer, wholesaler), Box 57, P.O., Brookvale, Sydney, N.S.W. WTD 9/9/64.

BRAZIL—Lens grinding machines, ophthalmic, for "Ultex" type bi-focal lenses. Oscar de Stefani (processor, wholesaler), Rua Alabastro 230, Sao Paulo. WTD 9/11/64.

HONG KONG—Wishes to contact manufacturers of label looms. The Magnificent Dragon & Co., Ltd. (importer, exporter), 163-A Sai Yeung Choi St., Kowloon, Hong Kong. Cable: MAGNIFICENT, Hong Kong. WTD 9/2/64.

IRAN—Complete plant machinery and equipment for manufacture of men's, women's, children's socks. Desires catalogs. Requests complete information, including, e.g., method of training needed for workers. Co-operative Agency (government agency), Purchase & Supply Division, Ministry of War, Tehran.

MALAYSIA—Machinery for manufacture of paper boxes and paper bags; requests replies from manufacturers/suppliers with price quotations cif Singapore. Prices must be competitive. Sing Chow Co. (importer, retailer, manufacturer), 23 Tan Quee Lan St., Singapore 7. Attn: Yue Yau Seng. WTD 8/24/64.

SYRIA—Equipment for complete ice cream plant to produce ice cream bars; daily output capacity 20,000 pieces. Electric current: 110-220 V., 60 cycles, 3 phase. Temperature of cooling water approx. 30-35° C. Air temperature approx. 45-50° C. Plant to be established in Saudi Arabia; quotations cif Jeddah, Saudi Arabia. Kahil, Hussine (manufacturer), Tarek Bin Ziad St., Damascus. WTD 8/30/64.

356 General Industrial Machinery

SYRIA—Manufacturer of deep well turbine pumps wishes to import right-angle gear drives, ratio 1/1, 2/3, 3/4, 4/5; column shafts, ⅞″, 1″, 1 3/16″, 1⅜″. Agop Adjemian, Bab el-Hadid St., Aleppo. WTD 9/8/64.

357 Office, Computing, Accounting Machines

● **SUDAN**—Supply of two 70-ton railway weigh-bridges, self contained or non-self contained type. Bid deadline Oct. 19. Office of the Controller of Stores, Atbara.★ (Telephone: 202-WO 7-2939).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

358 Service Industry Machines

ENGLAND—Air conditioners, room-type. Spencer & Halstead Ltd. (manufacturer), Bridge Works, Ossett, Yorkshire. WTD 9/2/64.

Air conditioning and heating units for installation in static and touring trailers and small boats. Agency and direct purchase. Kelton Engineering Co. Ltd. (manufacturer), Kelton Works, Ernest Ave., West Norwood, London, S.E.27. WTD 9/3/64.

SWITZERLAND—Swimming pool accessories: stainless steel ladders, multiport-valves, automatic built-in skimmers, vacuum cleaner with hose (for use under water), leaf skimmers, diving boards, pool heaters. Philippe Girod S.A. (importer, wholesaler), Chemin de Rieu, 1200 Geneva. WTD 9/3/64.

361 Electric Transmission, Distribution Equipment

AUSTRALIA—Electric measuring instruments, test equipment; direct purchase and agency. Kenelec Imports Pty. Ltd. (importer, wholesaler), 49 Alexandra Ave., Canterbury, E.7, Victoria. WTD 4/10/64.

● Supply and erection of three 330 kv, 145 mva, single phase auto transformers for Sydney West substation. Tender No. 1533, bid deadline Dec. 1. The Manager & Secretary, Electricity Commission of New South Wales, Kelvin House, 15 Castlereagh St., Sydney, N.S.W. (Box 5257, G.P.O., Sydney).★ (Telephone: 202-WO 7-4242).

ENGLAND—Electrical control devices such as push buttons. M.T.E. Control Gear Ltd. (manufacturer, sales agent), Progress Rd., Leigh-on-Sea, Essex. WTD 8/14/64.

● **GREECE**—Supply of miscellaneous electrical equipment including transformers, distribution panels, terminal boxes, cables. Tender No. 6355, bid deadline Oct. 20. Hellenic Telecommunications Organization, Ltd. (OTE), Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-4242).

362 Electrical Industrial Apparatus

● **EL SALVADOR**—Supply of two 150 hp., 440 v., 3 phase, 60 cycle, 1800 rpm motors with controls suitable for water pumps and three 167.5 kva, 60 cycle distribution transformers. Tender No. IM35/64, bid deadline Oct. 16. Administracion National de Acueductos y Alcantarillados (ANDA) 2 a. Ave. Norte 513, San Salvador. Correspondence is preferred in Spanish. A copy of terms and description of material is available in Spanish.★ (Telephone: 202-WO 7-4242).

● **INDIA**—Four 300 amp. diesel engine-driven mobile electric welders. Tender No. 765/Beas/PR/53926/W-18502, bid deadline Nov. 25. Global Procurement. India Supply Mission (file No. D/ENQ/1284), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

JAPAN—Automatic control devices, including valves, air cylinders, solenoids. Universal Trading Co. (importer, exporter), 70, Ozone-cho, Higashi-ku, Nagoya. WTD 9/8/64.

SWITZERLAND—Electrical and pneumatic control equipment: switches, timers, relays. Direct purchase and agency. Max Luscher, Apparatebau (importer, retailer, manufacturers' representative), Ifang 10-12, P.O. Box 296, 5401 Baden. WTD 9/17/64.

365 Radio, Television Receivers, Phonographs, Recorders

SWITZERLAND—Coin operated phonographs, music boxes; parts for same. Records. Direct purchase and agency. Radio-Pabst (importer, retailer), 5630 Muri/AG. WTD 9/2/64.

366 Communication Equipment

● **BURMA**—Supply of 10 teleprinters and associated equipment. Tender No. 1T (64-5), bid deadline Oct. 26. Director General, Post & Telegraphs, 125 Phayre St., Rangoon.★ (Telephone: 202-WO 7-4823).

367 Electronic Components, Accessories

AUSTRALIA—Specialized electronic instruments of interest to government utilities, laboratories, large industries, direct purchase and agency. Alan H. & G. Reid (importer, retailer, manufacturer), 347 Darebin Rd., Thornbury, N.17, Victoria. WTD 5/8/64.

GERMANY—High frequency components for radio and television industry, such as potentiometers, condensors, resistors, similar products. Direct purchase and agency. Hermann Widmann (exporter, importer, wholesaler, manufacturers' agent), 7012 Fellbach/Wuertt., Rosenstrasse 32. WTD 9/14/64.

371 Motor Vehicles, Motor Vehicle Equipment

GERMANY—Electric accessories, equipment for automobiles suited for sale in Europe. Werner Messmer KG (manufacturer, exporter, importer), 7760 Radolfzell/Bodensee, Industriestr. 2-8. WTD 8/27/64.

374 Railway Equipment

● **SPAIN**—Eight dining cars for passenger trains. Part of equipment to be procured with financing by IBRD. See INTERNATIONAL COMMERCE, Aug. 31, p. 32, for other equipment. Bid deadline Oct. 13. Sr. Director General de la RENFE, Direccion de Estudios y Planificacion, Torre de Madrid, Princesa 1, Madrid (8). Specifications, in Spanish, for this equipment available for review only in Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

381 Engineering, Laboratory, Scientific, Research Instruments

● **VIET NAM**—Supply of 10 theodolites for navigation measuring purposes. Tender No. 1469-11094, bid deadline Oct. 16. Specifications in French. General Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

AUSTRALIA—Refrigeration controls; direct purchase and agency. A. G. Healing Ltd. (importer, wholesaler, manufacturer), 167-173 Franklin St., Melbourne, Victoria. WTD 3/18/64.

JAPAN—Impulse testing machine for use in testing strength of high pressure hydraulic hose; maximum: 5,000 p.s.i. Tokai Rubber Industries, Ltd. (manufacturer), 3600 Utazu, Kitatoyama, Komaki City, Aichi Prefecture. WTD 4/6/64.

● **PAKISTAN**—Supply of approx. 57,000 water meters and 25,000 water meter yokes to be delivered in 1965, 1966, 1967 and 1968 for cities of Dacca and Chittagong. Meter sizes range from ⅝″ x ¾″ to 2″ meters. The Chairman, Dacca Water Supply & Sewerage Authority, 6/4 Segun Bagicha, Dacca 2, East Pakistan. Specifications and tender documents available from: Parsons Corp., 617 West Seventh St., Los Angeles, Calif.

383 Optical Instruments, Lenses

AUSTRALIA—Optical lens blanks; media for grinding, polishing, coating optical lenses. Hanimex Pty. Ltd. (importer, exporter, manufacturer, wholesaler), Box 57, P.O., Brookvale, Sydney, N.S.W. WTD 9/9/64.

384 Surgical Instruments

● **INDIA**—Supply of one torquometer and 12 magnetic eye sweeps for removing foreign matter from the eye. Tender Nos. PR/53835/W-18415 and PR/53723/W-18328, bid deadline Nov. 30. Chief Purchase Officer, Beas Purchase Organization, P.O. Talwara Township, Dist. Hoshiarpur.★ (Telephone: 202-WO 7-2939).

385 Ophthalmic Goods

ENGLAND—Special contact lenses, accessories. Agency and direct purchase. Contactalens Ltd. (manufacturer, wholesaler), 22 Baker St., London, W.1. WTD 9/3/64.

386 Photographic Equipment

GERMANY—Photographic equipment, supplies for professional photographers; only newly developed items. Direct purchase and agency. Paul Teufel & Cie (manufacturer, importer, exporter, wholesaler), 7 Stuttgart 1, Postfach 1102. WTD 8/20/64.

Motion picture equipment, 8 and 16 mm.; accessories. Ritter Filmgeraete GmbH (importer, exporter, wholesaler), 68 Mannheim/Baden, Beethovenstrasse 2. WTD 9/14/64.

387 Watches, Clocks, Parts

GERMANY—Men's and ladies' watches, watch bracelets. Direct purchase and agency. Otto Kaltenbach (importer, sales agent, exporter, retailer, wholesaler), 7 Stuttgart-N, Herdweg 45. WTD 7/29/64.

391 Jewelry, Silverware, Plated Ware

GERMANY—Jewelry made of precious metals. Direct purchase and agency. Otto Kaltenbach (importer, wholesaler, retailer, exporter, sales agent), 7 Stuttgart-N, Herdweg 45. WTD 7/29/64.

394 Toys, Amusement, Sporting Goods

AUSTRALIA—Pre-school, educational toys, games, hobbies; plush and vinyl toys, on an exclusive distribution basis; direct purchase and agency. Kiddicraft (Aust) Pty. Ltd. (importer, wholesaler, manufacturers' agent), 126-128 Dudley St., West Melbourne, Victoria. WTD 4/24/64.

GERMANY—Any type of winter sports equipment, athletic goods, sports balls, beach shoes, camping and picnic articles. Direct purchase and agency. Deutsche Intersport GmbH (importer, wholesaler), Einkaufsgenossenschaft Sport (EGESPO), 71 Heilbronn/Neckar Gymnasiumstrasse 74. WTD 7/24/64.

396 Costume Jewelry, Novelties, Buttons, Notions

GERMANY—Novelties, costume, base metals; women's base metal novelties; nonmetallic costume jewelry. Direct purchase and agency. Otto Kaltenbach (importer, wholesaler, retailer, exporter, agent), 7 Stuttgart-N, Herdweg 45. WTD 7/29/64.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

NEW ZEALAND—Automotive upholstery fabrics, particularly woven materials. Trevor Watt, W. Wiggins Ltd., P.O. Box 262, Wellington. WTD 6/8/64.

228 Yarns, Thread Mills, Products

GERMANY—Yarns, all types, for textile industry. Alwin Wolff (manufacturers' agent), 744 Nuertingen/Neckar, Schellingstrasse 62/64. WTD 9/14/64.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

BELGIUM—Prefabricated wooden buildings; prefabricated wooden sections, panels. Desires agency for Benelux countries. Requests replies from manufacturers. Henri Brock & Ses Fils (wholesaler), 44 Rue Raymond Geenen, Bressoux. WTD 8/27/64.

FRANCE—Acoustical ceilings. Desires exclusive agency on a commission basis. Requests replies in French. Sodel (commission merchant), 31/33 Blvd. Rougier, Marseille, 4eme. WTD 9/14/64.

259 Furniture, Fixtures

THAILAND—Venetian blinds, various designs and colors; parts and accessories. Piyaphanda Ltd. Partnership (importer), 66/9 Soi Punnavithi, (Soi Sukumvit No. 101), Bangchak, Prakanong, Bangkok. WTD 8/14/64.

263 Paperboard Mills, Products

MEXICO—Paper, cardboard, metal, plastic fittings, raw materials used in bookbinding. Librindice, S.A. (importer, retailer, wholesaler, manufacturer), Dr. Vertiz No. 84, Mexico 7, D.F. WTD 2/27/64.

264 Converted Paper, Paperboard Products

MEXICO—Paper, cardboard, metal, plastic fittings, raw materials used in bookbinding. Librindice, S.A. (importer, retailer, wholesaler, manufacturer), Dr. Vertiz No. 84, Mexico 7, D.F. WTD 2/27/64.

278 Bookbinding Industries

MEXICO—Paper, cardboard, metal, plastic fittings, raw materials used in bookbinding. Librindice, S.A. (importer, retailer, wholesaler, manufacturer), Dr. Vertiz No. 84, Mexico 7, D.F. WTD 2/27/64.

281 Industrial Chemicals

COLOMBIA—Industrial chemicals, especially those used in textile industry. Andres Miklos Boelcskey (manufacturers' agent), Residencias Nutibara No. 1021, Medellin. WTD 4/23/64.

NEW ZEALAND—Rock phosphate suitable for manufacture of super-phosphate. Commercial Enterprises Ltd. (importers, manufacturers), Mason Ave., Otahuhu, P.O. Box 40, Auckland. WTD 9/10/64.

283 Drugs

NETHERLANDS ANTILLES—Medicines all kinds direct from manufacturer. Piar Pharmacal Co. (importer, wholesaler, agent), 26 Kerkstraat, Willemstad, Curacao. WTD 7/21/64.

VIET-NAM—Full line of raw materials necessary for manufacture of chemicals and pharmaceuticals. Johs Rieckermann (manufacturers' representative), 14 Ton That Dam, Saigon. WTD 9/9/64.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

CANADA—Commercial cleaning supplies, equipment, sanitation products. Commercial Janitor Supply Co. (wholesaler), 1142 Homer St., Vancouver 3, B. C. WTD 9/10/64.

NETHERLANDS ANTILLES—Cosmetics, direct from manufacturer. Piar Pharmacal Co. (importer, wholesaler, agent), 26 Kerkstraat, Willemstad, Curacao. WTD 7/21/64.

287 Agricultural Chemicals

VIET-NAM—Chemical fertilizers. Johs Rieck-

ermann (manufacturers' representative), 14 Ton That Dam, Saigon. WTD 9/9/64.

301 Tires, Tubes

VIET-NAM—Tires, all types. Johs Rieckermann (manufacturers' representative), 14 Ton That Dam. Saigon. WTD 9/9/64.

327 Concrete, Gypsum, Plaster Products

BELGIUM—Prefabricated building materials: gypsum. Desires agency for Benelux countries. Requests replies from manufacturers. Henri Brock & Ses Fils (wholesaler), 44 Rue Raymond Geenen, Bressoux. WTD 8/27/64.

331 Steel Mill Products

BELGIUM—Ferroalloys such as ferromanganese, ferrosilicon, ferromolybdenum. Requests replies from producers. Etablissements F. Bellefroid (importer, exporter), 14 Rue P. J. Delcloche, Liege. WTD 8/28/64.

UAR—Tinplate; sheet iron. Misr Foreign Trade Co. (government-owned), 1 Kasr El Nil St., Cairo. WTD 11/22/63.

333 Primary Smelting, Refining of Nonferrous Metals

UAR—Copper ingots; aluminum ingots. Misr Foreign Trade Co. (government-owned), 1 Kasr El Nil St., Cairo. WTD 11/22/63.

342 Cutlery, Hand Tools, General Hardware

THAILAND—Builders' hardware, various kinds. Piyaphanda Ltd. Partnership (importer), 66/9 Soi Punnavithi, (Soi Sukumvit No. 101), Bangchak, Prakanong, Bangkok. WTD 8/14/64.

343 Heating Apparatus, Plumbing Fixtures

GERMANY—Plumbing fixtures for sanitary household installations. Heinrich Seidel GmbH (wholesaler, manufacturer, importer, agent), 7 Stuttgart-W, Reinburgstrasse 27A. WTD 7/29/64.

344 Prefabricated Structural Metal Products

BELGIUM—Prefabricated and demountable buildings, metal. Desires agency for Benelux countries. Requests replies from manufacturers. Henri Brock & Ses Fils, 44 Rue Raymond Geenen, Bressoux. WTD 8/27/64.

352 Farm Machinery

IRAN—Agricultural tractors, equipment. Requests replies from manufacturers. Iran-Margo Trading Co., Ltd. (importer), 471-473 Saadi Ave., Tehran. WTD 7/28/64.

353 Construction Machinery

COLOMBIA—Spare parts for road construction machinery. Andres Miklos Boelcskey (manufacturers' agent), Residencias Nutibara No. 1021, Medellin. WTD 4/23/64.

THAILAND—Gigantic dredging machines, automotive, crawler wheels; capable of excavating great quantities of earth or stony soil per hour. Desires indent agency. Requests catalogs, price lists. Khem Nopasri. Athon Panich Co., Ltd. 108-112 Charoen Krung Rd., Samyod, Bangkok. WTD 1/23/64.

354 Metalworking Machinery

ENGLAND—High precision machine tools. Agency. Vaughan Associates Ltd. (manufacturer, exporters, sales agent), 4 Queen St., London, W.1. WTD 9/9/64.

NEW ZEALAND—Grinding and milling machines for metal working. K. J. Rew, Managing Director, and W. K. Buckridge, Manager, K. J. Rew & Co. Ltd., P.O. Box 1936, Wellington. WTD 2/10/64.

355 Special Industry Machinery

GERMANY—Textile processing machinery. Heinrich Seidel GmbH, 7 Stuttgart-W, Reinsburgstrasse 27A. WTD 7/29/64.

VIET-NAM—Machinery for chemical and pharmaceutical industries. Johs Rieckermann (manufacturers' representative), 14 Ton That Dam. Saigon. WTD 9/9/64.

356 General Industrial Machinery

IRAN—Pumps: Turbine, vertical. Requests replies from manufacturers. Iran-Margo Trading Co., Ltd. (importer), 471-473 Saadi Ave., Tehran. WTD 7/28/64.

357 Office, Computing, Accounting Machines

THAILAND—Typewriters: portable, electric, standard electric, standard portable, standard nonportable, except electric. Adding and calculating machines: nonelectric, electric. Lau Brothers Ltd., Partnership, 48 Pan Rd., Off Silom Rd., Bangkok. WTD 9/11/64.

358 Service Industry Machines

THAILAND—Air conditioners, packaged and central station types. Seri Sapcharoen, Assistant Manager Emgeeco Ltd. (importer, distributor, manufacturers' agent), Mansion 1, Rajdamnern Ave., Bangkok. WTD 3/29/63.

366 Communication Equipment

PORTUGAL—Aircraft and airfield electronic equipment, military. Sintarmel-Sociedade Internacional de Armacoes e Maquinas, Lda. (importer, wholesaler, sales agent), Rua de D. Estefania, 157-5°, Lisbon 1. WTD 9/9/64.

371 Motor Vehicles, Motor Vehicle Equipment

COLOMBIA—Automobile and truck spare parts. Andres Miklos Boelcskey (manufacturers' agent), Residencias Nutibara No. 1021, Medellin. WTD 4/23/64.

GERMANY—Automobile accessories. Heinrich Seidel GmbH (importer, manufacturer, wholesaler, agent), 7 Stuttgart-W, Reinsburgstrasse 27A. WTD 7/29/64.

IRAN—Spare parts for motor vehicles. Auto New York Co., Ltd. (importer), 18 Passage Tehran, Nazemolateba, Amir Kabir Ave., Tehran. WTD 9/10/64.

PORTUGAL—Replacement parts for U.S. make military automotive vehicles. Sintarmel-Sociedade Internacional de Armacoes e Maquinas, Lda. (importer, wholesaler, sales agent), Rua de D. Estefania 157-5°, Lisbon 1. WTD 9/9/64.

372 Aircraft, Parts

PORTUGAL—Replacement parts for military aircraft. Sintarmel-Sociedade Internacional de Armacoes e Maquinas, Lda. (importer, wholesaler, sales agent), Rua de D. Estefania, 157-5°, Lisbon 1. WTD 9/9/64.

386 Photographic Equipment

UAR—Photographic paper and films; cinematographic films. Misr Foreign Trade Co. (government-owned firm), 1 Kasr el Nil St., Cairo. WTD 11/22/63.

387 Watches, Clocks, Parts

GERMANY—Wrist watches for women and men; mechanical and travel alarm clocks; for sale to department stores and mail order houses. Requests catalogs, prices cif Hamburg. Max A. Obermann (importer, sales agent), Wellingsbuetteler Landstrasse 115, Hamburg-Fuhlsbuettel. WTD 9/11/64.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

BRAZIL—Fabio Araujo Santos, President, Porto Alegre Chamber of Commerce & Federation of R.G.S. Chambers of Commerce, Palacio do Comercio, 6° andar, Porto Alegre, R.G.S., interested in visiting stores handling **home appliances.** Oct. 14-15 via New York for 60 days. c/o Brazilian Embassy, 3007 Whitehaven St., NW., Washington, D.C. 20008. Itinerary: New York, Washington, Boston, Philadelphia, Miami.

CHILE—Jaime Gatica Lezaeta, representing Nieto Autos S.A., Av. Bulnes 194, Santiago, interested in visiting manufacturers of **toys** and **steel furniture;** requesting technical information for same. Oct. 7 via New York for 15 days. c/o Chilean Consulate, 211 E. 43rd St., New York, N.Y. Itinerary: New York, Detroit.

Sergio Salas Q., representing Mellafe y Salas Ltda., Alonso Ovalle 1148, Santiago, interested in **consulting single engine passenger aircraft manufacturers concerning the development of plane assembly project** in Chile; requesting technical information. Oct 10-15 via New York for 15 days. c/o Chilean Consulate, 211 E. 43rd St., New York, N.Y. Itinerary: New York; Chicago; Lock Haven, Pa.; Osceola, Wis.

ENGLAND—D. J. I. Davies, General Manager, Hygrotherm Engineering Ltd., 115 Princess St., Manchester, interested in acquiring **licenses for chemical process and equipment, particularly in the fields of high temperature heating for the chemical industry and temperature control.** Oct. 9 via New York for four weeks. c/o American Hydrotherm Corp., 10-55 Jackson Ave., Long Island City, New York. Itinerary: New York, Chicago.

F. J. Douglas, Director, London Press Exchange Ltd., 7 St. Martin's Lane, London, W.C.2., interested in **making preliminary arrangements in connection with U.S. tour, April 1965, of team of marketing, advertising and research experts,** headed by Sir Niall Lynch Robinson, Bart., who will lecture at lunchtime gatherings of businessmen on the marketing difficulties of various European markets. First week Oct. via Washington for 20 days. c/o Robert Otto-Intam, Inc., 820 Second Ave., New York, N.Y.. 10017. Itinerary: New York, Washington, Chicago,

Philadelphia, Minneapolis, San Francisco, Los Angeles, Dayton, Detroit, Boston, Cincinnati, Seattle, Cleveland, Pittsburgh, Baltimore.

FRANCE—Jacques Fohanno, representing Etablissements Brossette & Fils, F. Brossette & Cie., 40 Rue Pre Gaudry, Lyon (7), interested in **importation in West Africa of nonferrous metal and building materials.** Oct. 5 via New York for one month. c/o St., Regis Hotel, Fifth Ave. & 55th St., New York N.Y. Itinerary: New York, Houston, Washington.

GERMANY—Dr. Werner Kalk, Manager, Verein der Bayrischen Chemischen Industrie (Employers Association of the Bavarian Chemical Industry), Windenmayerstr. 28/III, 8 Munich 22, and Dr. Oskar Roscher, Personnel Manager, Wacker-Chemie, GmbH, Burghausen, interested in **meeting with: personnel and labor relations managers in large chemical firms; other labor and management organizations and government officials. Requesting statistics** relating to wages, working conditions and fringe benefits in the chemical industry. Oct. 15 via New York for one month. c/o Maurice F. Crass, Jr., Secretary Treasurer, Manufacturing Chemists Association, Inc., 1825 Connecticut Ave., NW., Washington, D.C. 20009. Itinerary: New York, Washington, Baltimore, Detroit, Chicago, San Francisco, Los Angeles.

GUATEMALA—Hector A. Andrade U., Second Vice Minister, Ministry of Communications & Public Works, Guatemalan Government, National Palace, Guatemala City, interested in **purchasing road construction equipment and replacement parts;** requesting technical information for same. Here to Oct. 11. c/o Consulate General of Guatemala, 1270 Avenue of the Americas, New York, N.Y. Itinerary: New York.

JAPAN—Hiroyuki Itoh, Managing Director, Kyowa Boeki Bussan Ltd., 866 Kami 1-chome, Higashi-Ozone, Kita-ku, Nagoya, interested in **purchasing U.S. walnut and rosewood.** Oct. 5 via San Francisco for 25 days. c/o Japan External Trade Organization, 531 Sutter St., San Francisco, Calif. Itinerary: San Francisco, Los Angeles, San Diego, Kansas City, New York.

LEBANON—Dr. Atef Zakaria, The Union Hospital, Rebeiz Bldg., Abdul-Aziz St., Beirut, interested in **hospital equipment;** requesting **technical information on hospital sound call systems.** First week Oct. via New York for two weeks. c/o Lebanese Consulate General, 9 East 76th St., New York, N.Y. Itinerary: New York, Washington, Baltimore.

NORWAY—Knut B. Andersen, representing Fly-spesialisten Odd Haraldsen Travel Bureau. Kronprinsesse Marthas Pl. 1, Oslo, interested in **frozen food industries,** as tour conductor for group of businessmen in the refrigeration trade. Oct. 5 via Chicago for 15 days. c/o Pan American Airways, 30 South Michigan Ave., Chicago, Illinois. Itinerary: Chicago, Cleveland, Buffalo, Pittsburgh, Washington, Philadelphia, New York.

Arne Saebo, Chief Economist, Jonas Oglaend, Sandnes, interested in chain stores handling men's and boys' outerwear and requesting technical information on organization of above. Oct. 15 via New York for 3 to 4 weeks. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: As developed.

PAKISTAN—Sheikh Salim Ali, Director, Ally Bros. & Co. (Pakistan) Ltd., 63, The Mall, Lahore, interested in: **obtaining exclusive agencies and distributorships in Pakistan from U.S. manufacturers of central heating, airconditioning and refrigeration equipment; contacting manufacturers and exporters of arms, ammunition, television sets, radios, electric appliances, iron and steel mill products and heavy machinery.** Oct. 15 via New York for 40 days. c/o Feeders Corp., 78 Mespath St., New York, N.Y. Itinerary: New York; Philadelphia; states of Florida and Ohio; Washington; Dallas; Pittsburgh; Chicago.

SOUTH AFRICA—Jean S. De Villiers, representing K.W.V. (Cooperative Winegrowers Association), P.O. Box 528, 57 Main St., S. Paarl, C.P., interested in **purchasing once-used whisky barrels; contacts for future supplies of same.** October 12 via San Francisco for two weeks. c/o South African Consulate General, 655 Madison Ave., New York, N.Y. Itinerary: Washington.

SPAIN—Jose Pujadas Domingo, Manager, Productos Jose Maria Pujadas, S.A., Calle Bailen 20, Barcelona 10, interested in **importing, manufacturing under license, and/or acting as commission agent for manufacture of chemical specialties for finishing, dyeing and printing textile and leather products; also for tobacco and paper industries.** Oct. 11 via New York for 4-6 weeks. c/o Cincotta 133, 76 Hook Creek Blvd., Jamaica (Rosedale Sta.), New York. Itinerary: New York (2 weeks); Boston (1 week); Providence, R.I.; Midland, Mich.; Oklahoma City (1 week).

YUGOSLAVIA—Branko Golob, Manager for Machinery Export & Import, METALKA Import-Export, 2 Dalmatinova St., Ljubljana, interested in: **importing tin plate, sheet steel, iron, capital equipment for production of silicon diodes and fixed composition resistors; exporting screws, castings, zinc and lead sheets.** Requesting technical information on production of diodes and resistors. Here to Oct. 15. c/o Yugoslav Embassy, 2410 California St., NW., Washington, D.C. 20008, Attn: Mr. Nikola Dumic, Commercial Attache. Itinerary: Pittsburgh, New York, Washington.

VENEZUELA—Johann Trapp, Owner and Manager, Tecnomed-J. Trapp, C. A., Sur 21 No. 11, (Aptdo. 10489), Caracas, a **hospital supply** company, interested in visiting suppliers and establishing new business contacts. End of Oct. via New York for two weeks. c/o Department of Commerce Field Offices in Itinerary. Itinerary: New York, Chicago, Los Angeles, St. Louis.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Automotive Vehicle and Equipment Importers, Dealers and Manufacturers—Lebanon.
Automotive Vehicle and Equipment Importers and Dealers—Republic of South Africa.
Chemical Importers and Dealers—Federal Republic of Germany and West Berlin.
Fiber Producers and Exporters—Philippines.
Petroleum Product Importers, Dealers, Producers and Refiners—Japan.

Leads for Importers

012 Fruit, Tree, Nut, Vegetable Farms

ETHIOPIA—Red "Berbere" (barberries), selected, off stem; can be shipped ground, if preferred; 1,000 tons now in stock for export prior to Nov. Aristides Livierato, P.O. Box 266, Addis Ababa. WTD 10/3/64.

208 Beverage Industries

GERMANY—Wine, naturally treated; can also be used by diabetics. Heinrich Nepomuk Steiert, Qualitaets-Weingut, 7801 Oberrotweil am Kaiserstuhl. WTD 9/11/64.

281 Industrial Chemicals

EGYPT—Coal tar; pure benzol for nitration. Al Nasr Company for Manufacturing Coke & Chemicals, El Tabin, Helwan. For specifications write: Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230.

366 Communications Equipment

AUSTRIA—Manufacturer of equipment for automatic monitoring of the occupancy of radio spectrum interested in direct sales to specific U.S. firms dealing with such specialized equipment. Kapsch & Soehne A.G., 1 Wagenseilgasse, Vienna XII. WTD 6/10/63.

FRANCE—Manufacturer wishes to sell, direct, amplifiers for indoor or open-air use (microphone and transistorized, portable and others); preamplifiers; power intercommunication units or systems for offices, factories, warehouses, marine and other uses; related broadcast and sound-control equipment. Etablissements Paul Bouyer & Cie., Route de Paris, Montauban, Tarn-et-Garonne. WTD 1/27/64.

367 Electronic Components, Accessories

FRANCE—Manufacturer seeks direct contact with importers to sell microphones and accessories, including connectors, transformers and stands (response curve from 150 to 15,000 Hz; from 200 to 8,000 Hz; from 1,000 to 10,000 Hz.; impedence 10 ohms, 200 ohms, depending on type of instrument). Also loudspeakers, baffles, accessories; stentor column speakers, and related electronic, accoustical and sound control equipment. Etablissements Paul Bouyer & Cie., Route de Paris, Montauban, Tarn-et-Garonne. WTD 1/27/64.

387 Watches, Clocks, Parts

SWITZERLAND—Manufacturer seeks importers, wholesalers only, for wall clocks and pendulum clocks (also clocks with batteries); cases and dials made of artificial mother-of-pearl. Horna-Werk A.G., 8570 Weinfelden/TG. WTD 7/17/64.

Box car bid deadline extended

The Egyptian Railways Mechanical & Electrical Engineering Department has extended the bid deadline for 1,200 box cars from Sept. 19 to Oct. 19. (INTERNATIONAL COMMERCE, Sept. 7, p.38).

Construction Projects

AUSTRALIA—(1£ = US$2.24). It has been reported that an **expansion program** initiated by the Commonwealth Aluminium Corp. of Australia (COMALCO) will increase output at Weipa Field to 2½ million tons of bauxite a year. The program beginning this year includes **deepening of the seaward channel** from its present 27 feet to 33 feet and extending it westward for 9,000 feet. This work, together with some widening of the river channel, will mean **dredging** 3.5 million cubic yards of material. The company will make a **new wharf site** at Lorin Point. The new plant site is immediately south of the area where bauxite will be mined initially for the expanded requirements of the Gladstone alumina plant.

The **Gladstone plant** on the central east coast of Queensland is due to be in operation by early 1967. It is being built by Kaiser Aluminium and Conzinc Rio Tinto of Australia—the partners in COMALCO, together with Aluminium Ltd. of Canada and the Pechiney Co. of France. Capacity will be 600,000 tons of alumina a year. The first major contracts, worth more than $11.2 million for the alumina plant boilers and the clearing and levelling of the site, will be let soon. Write: COMALCO, Brisbane, Queensland, Australia.

CANADA—($100 = US$92.50). N. R. Crump, chairman and president of Canadian Pacific, has announced that a **new hotel,** "Le Chateau Champlain," will be built in Montreal. Ground was broken for the 620-room, 38-story building on Sept. 14. The hotel is expected to be opened early in 1967. At a cost of $20 million, the hotel is to be built and operated by Canadian Pacific Hotels, Ltd., Room 284, Windsor Station, Montreal, P.Q.

The new hotel is to be the core of a $30-million **hotel-office building-plaza complex.** Adjoining the hotel will be a **28-story office building** to be built by an outside developer. Both buildings will sit atop a landscaped plaza fronting on Dominion Square. The plaza will be carried through to Dominion Square park by a pedestrian promenade leading through a gateway of unique historical design. Write: Canadian Pacific Hotels.

COLOMBIA—(100 Pesos = US$11.11). The articles of corporation for a large **synthetic fiber firm** were signed in Medellin. The firm, known as Enka de Colombia, will have an initial capital of $10 million, 45% contributed by Enka of the Netherlands, and 55% by the Corporation Financiera Nacional and six Colombian textile manufacturers. The firm plans to erect a **plant** in Girardot (south of Bogota) to produce nylon fibers and filaments, including nylon, tire cord and polyester fibers for the textile industry. Write: U.S. Embassy, Carrera 10, Bogota.

ECUADOR—(100 sucres = US$5.55). Two agreements have been signed providing AID loans to the recently formed Santo Domingo Rural Electrification Cooperative ($650,000) and to the National Electrification Institute ($1.6 million). The Santo Domingo loans will be used for the installation of **generating equipment** and **extension of transmission and distribution lines.** The National Electrification Institute (INECEL) will make subloans to the Cuenca power system (Miraflores) and to the Santa Elena Peninsula System for generating equipment and improvement of the transmission and distribution systems, and will use part of the loan proceeds to purchase equipment and to improve the technical capabilities of INECEL itself. The Santo Domingo Rural Electrification Cooperative is the first electric power cooperative to be established in Ecuador.

GREECE—(100 drachmas = US$3.35). The Public Power Corp. (PPC) has split the award of the contract for the supply and installation of four **gas turbines** between two U.S. firms, as follows:

General Electric International—2 gas turbines, 14,000 KW each, for a total amount of $2,542,345, plus $101,150 to be paid locally in drachmas.

Westinghouse Electric International Co.—2 gas turbines, 14,000 KW each, for a total of $2,526,895, plus $199,000 to be paid locally in drachmas.

HONG KONG—(HK$100 = US$17.50). A copy of the selected list of contract awards made by Colonial Secretarial Tender Board of Hong Kong is available on loan to U.S. firms from: Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

JORDAN—(1 dinar = US$2.80). The Central Water Authority has signed an agreement with the British engineering firm, Sir Malcom Mac Donald, for a **geological** and **hydrological survey** of an area between Madaba and Wadi Mousa of approx. 3,000 square kms. The British Government will pay the costs of this survey as a part of the British technical assistance program in Jordan. The survey expectantly will be completed in 2 years. Write: Central Water Authority, Amman.

KUWAIT—It is reported that the Government of Kuwait is proposing to issue tenders for the laying of a 100 cm wide **pipeline** for a distance of 100 miles. The pipeline, to be supplied and installed by the contractor, may be of steel, cement, or asbestos. The contractor also is to supply pumps, fittings, etc. Write: Arabian Gulf Corp., P.O. Box 3377, Kuwait.

NIGERIA—(1£ = US$2.80). The Mid-Western Nigeria government has signed contracts with two construction firms for the **tarring of 162 miles of road** in five divisions of the region. A Nigerian contractor, T. A. Oni & Sons, Ibadan, was awarded a contract for £235,000 (US$658,000) covering 39 miles of road; the remaining 123 miles is to be paved by the Nigerian Road Construction Comp. Ltd., Lagos at a cost of £809.000 (US$2.26 million). The two agreements follow a similar contract with Dumez (Nigeria) Ltd., a French engineering firm, for tarring 230 miles of roads in the other five divisions of the Mid-West at a cost of £1,980,531 (US$5.35 million). The regional highways to be paved have been selected on a basis of approx. 40 miles in each division.

SOUTH AFRICA—(1 rand = US$1.40). The following projects have been announced: A new R25 million **paper mill** is being built in Durban by an undisclosed Austrian firm. The plant will manufacture high quality paper of a type not already made in South Africa, and will reportedly save the country R10 million per annum in foreign exchange. The mill, initially to employ 525 workers, will aid Natal's struggling wattle industry by utilizing wattle timber for the production of pulp.

Construction work was officially inaugurated on a **new sugar mill** at Jaagbaan near Wartburg in the Natal Midlands. The project will cost R10,700,000 ($15,087,000) and will produce 150,000 tons of sugar per annum. The mill, scheduled to start operation in Dec., 1965, is designed to process 1.5 million tons of cane a year; 57,000 acres, at present being used for other purposes, will be converted to producing sugar cane to supply the demand.

A new **brick and ceramic plant** for Durban will cost R5 million, employ 400 persons and produce 1 million bricks weekly to meet the growing backlog of orders for building materials. U.S. machinery will be used. The plant is scheduled to begin operations in 18 months. Write: U.S. Embassy, Van der Stel Bldg., 179 Pretorius St., Pretoria.

It has been announced that Fisons (Pty.) Ltd. will build a R17 million **nitrogenous fertilizer plant** in Milnerton which is located seven miles from Cape Town. The plant will cover a site of about 100 acres adjacent to the area where Caltex (Africa) Ltd. is building its $37-million oil refinery.

P. T. G. Nash, managing director, announced at the same time that tenders will be issued soon, that site work will begin on January 1 and that the first stage was scheduled for completion by late 1966. The plant will manufacture chemical fertilizers, and will produce a minimum of 80,000 tons a year of nitrogen as anhydrous ammonia. During the first stage of the plant's development, about 50,000 tons of nitrogen will be converted into 250,000 tons of fertilizer a year. Write: Fisons (Pty.) Ltd., 9 West St., Albatross House, Johannesburg.

Bids invited by Colombia for bridge construction

Tho Colombian Ministry of Public Works in Bogota invites bids for construction of the Mediacanoa Bridge on Buga-Buenaventura Highway and La Bolsa Bridge on Cali-Popayan Highway.

Bid deadline will be May, 1965.

Materials needed in this construction will include an estimated 6,200 lb. of aluminum for railings and 68.6 thousand short tons of pipe for piling. The structural steel will include 583.6 thousand tons of Class A-36, 4.7 thousand short tons of Class A-1 and 18.3 thousand short tons of Class A-7.

Specifications are available upon payment of $50. plus one roll of blueprint paper, from the Ministerio de Obras Publicas, Rama Te Zica, Centro Administrative Nasional, Carretera Celdorado, Bogota, Colombia.

Iraq seeks FM equipment

Iraq's Ministry of Finance has requested bids for the supply and installation of one 250-watt VHF/FM 6-channel 70 to 170 mc fixed radio station, complete with remote control. Also wanted are 75 50-watt VHF/FM 6-channel 70 to 170 mc mobile radio sets with remote control.

Bid deadline is Oct. 18. Tenders should be submitted to Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq.

Specifications may be obtained at the Central Foreign Purchasing Board in Baghdad at a cost of ID5 ($14) per copy, plus 70¢ for postage. Loan copies are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce. Washington, D.C., 20230. Telephone: 202-WO 7-2328.

New Books and Reports

AID's investment catalog 'sold out'; new edition ready

Copies available from Commerce Field Offices; 12,000 printed

The first 10,000-copy edition of a catalog of overseas investment opportunities for U.S. businessmen has been "sold out" and the Agency for International Development has published a revised edition of 12,000 more.

The new printing includes 351 additional descriptions of investment opportunities which the agency has gathered since its first edition was published early this summer. Addition of the new studies brings the total to 1,440.

During the period, AID received more than 10,000 requests for the catalog, 1,500 of them in the form of letters and the balance as queries made directly to field offices of the Department of Commerce, where the catalog and a punched-card system describing the opportunities are available for public use.

The catalog and punched card system works this way:

A person interested in overseas investment first looks up his area of interest in the catalog. If he wishes to study one area more thoroughly he may run through a set of Keysort cards to pick out the type and location of investment. Each card contains an abstract of an original investment study, condensing essential information which indicates whether the investor may wish to go further. If he does, he can obtain a copy of the study made by microfilm process, at cost, either from the field office or the Washington Office of the Department of Commerce's Office of Technical Services.

Letters of inquiry concerning the system have come to AID from American business firms, U.S. citizens, foreign embassies, foreign firms, and private individuals of foreign nations.

The catalogs may be obtained without charge from any of the 40 Department of Commerce Field Offices, or from the Office of Technical Services, U.S. Department of Commerce, Washington, D.C., 20230.

Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Sales and Distribution Section, Department of Commerce, Washington, D.C., 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1964. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.**

Selling in Austria. OBR 64-70. 12 pp. Pictures the road to selling U.S. products in Austria, describing import channels and requirements; commercial and distribution practices; transportation, port and storage facilities; advertising media; market research and trade organizations, and Government procurement procedures. Provides information on selling under U.S. programs. Includes information for business travelers—entrance requirements, customs procedures, foreign exchange regulations—and lists U.S. addresses of Austrian Trade Delegates.

Selling in Iran. OBR 64-86. 8 pp. Covers data similar to that of OBR 64-70. Lists principal Government purchasing agencies.

Market Factors in Peru. OBR 64-76. 12 pp. Presents the immediate outlook, scope and nature of market, factors in competition, and a market analysis for selected commodities and services. Tables include statistics on population growth, cost-of-living indexes, retail price averages of selected foods, Peruvian imports and U.S. exports to Peru by commodity.

Foreign Trade Regulations of Hong Kong. OBR 64-77. 9 pp. Outlines Hong Kong's trade policy, import tariff, special customs provisions, labeling and marking requirements, nontariff import controls, export controls, and U.S. controls. Decribes shipping documents required. Appendix A lists charges levied upon dutiable commodities in Hong Kong; Appendix B, commodities requiring import licenses.

Foreign Trade Regulations of Taiwan. OBR 64-89. 9 pp. Contains data similar to that of OBR 64-77. Appendix lists commodity tax rates.

Foreign Trade Regulations of Liberia. OBR 64-90. 6 pp. Contains data similar to that of OBR 64-89. (No appendix.)

Foreign Trade Regulations of the Republic of South Africa. OBR 64-92. 7 pp. Contains data similar to that of OBR 64-90.

Market Information on Electronic Products in Australia. OBR 64-85. 5 pp. Describes present market for electronic products in Australia, and points out consumer product trends, activity in the commercial, industrial and military electronic equipment sectors, and potential for components. Total Australian imports of electronic products, and imports from United States, United Kingdom and other major suppliers, 1961-63, given in tabular form.

Market Information on Electronic Products in Spain. OBR 64-87. 5 pp. Contains data similar to that of OBR 64-85.

Market Information on Electronic Products in the United Kingdom. OBR 64-95. 4 pp. Contains data similar to that of OBR 64-87. Output, exports, imports of electronic products given in tabular form.

***Statistical Yearbook, 1963.* United Nations, New York City, 1964. 714 pp. Clothbound, $11.50; paperbound, $9.**

Prepared by the Statistical Office of the United Nations, this 15th issue of the Yearbook has widened the territorial scope of many of its tables and provides more comprehensive and accurate world aggregates.

It supplies country statistics on population, manpower, agriculture, forestry, fishing, mining, manufacturing, construction, energy consumption, transport, communications, trade, balance of payments, wages and prices, national income, finance, education and other subjects.

The chapter on External Trade introduces a new table, World Trade by Commodity Classes and Regions, this year. Separate subject and country indexes appear at the end of the volume.

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Calendar *for international traders*

October

5—Export Briefer Seminar, 16-week course, Cleveland Engineering & Scientific Center, **Cleveland,** Sponsor: Exporters Research Institute.

5—Monthly dinner meeting, Worcester Foreign Trade Council, Summit House, Worcester Airport, **Worcester, Mass.**

5-7—Annual meeting, Home Manufacturers Assn., Marriott Motor Hotel, **Dallas.** Speaker: Richard H. Holton, Asst. Secretary of Commerce for Economic Affairs.

5-7—American Management Assn., Inc., meeting, AMA Bldg., 135 W. 50th St., **New York.** Speaker: Bernard Blankenheimer, Bureau of International Commerce.

6—Aerospace Industries Assn. meeting, Jack Tar Hotel, **San Francisco.** Speaker: Eugene M. Braderman, Deputy Asst. Secretary for International Commerce.

6—State-wide meeting, DeSoto Hotel, **Savannah.** Sponsors: Ga. Ports Authority; Savannah Ports Authority; Armstrong College; Traffic Clubs of Ga.; REEC. Speaker: Daniel Goldy, National Export Expansion Coordinator.

6—Annual convention, Magnesium Assn., Commodore Hotel, **New York.** Speaker: James Collins, BDSA.

6—"First Step" export workshop, Field Office, **Memphis.** Sponsors: REEC; Field Office, Department of Commerce.

6—Conference on Doing Business With the New Japan, Sherman Union, Boston University, **Boston.** Sponsors: Boston University CBA; World Affairs Council of Boston; Field Office, Department of Commerce.

7—Export Training Seminar, Chamber of Commerce, **Elkhart, Ind.**

7—Export Training Seminar, Chamber of Commerce, **Fort Wayne, Ind.**

7—Poultry Industry Manufacturers Council meeting, Farm Show Bldg., Fair Grounds, **Harrisburg, Pa.** Speaker: Robert L. Prichard, Bureau of International Commerce.

7-8—Western International Trade Group meeting, Bowman's Mt. Hood Golf Club, Welches, **Portland, Ore.,** Portland Field Office, host. Speaker: Eugene M. Braderman, Deputy Asst. Secretary for International Commerce.

8—International Trade Club of Chicago, LaSalle Hotel, **Chicago.**

8—Panel, Clarkson College, **Potsdam, N.Y.** Speaker: Roy L. Morgan, Director, Office of Field Services. Sponsor: Middle Atlantic Assn. of Colleges of Business Administration.

8—Monthly dinner meeting, International Trade Assn. of New England, Inc., Charterhouse Motel, **Cambridge, Mass.**

8—Middle Tennessee Industrial Modernization Conference, Hermitage Hotel, **Nashville, Tenn.** Speakers: Thomas G. Wyman, Acting Asst. Secretary for Domestic and International Business; George Donat, BDSA Administrator, Sponsors: Chamber of Commerce; Tennessee Manufacturing Assn.

8—American Production and Investment Control Society meeting, Sherbourne Hotel, **Atlantic City.** Speaker: Herbert W. Klotz, Asst. Secretary for Administration.

9—Export Training Seminar, Chamber of Commerce, **Anderson, Ind.**

12—American Plywood Assn.; meeting, Winthrop Hotel, **Tacoma, Wash.** Speaker: Richard Holton, Asst. Secretary for Economic Affairs.

12—Export Conference, Lamar College, **Beaumont, Tex.** Speaker: Secretary of Commerce Luther H. Hodges. Sponsor: REEC.

13—Monthly luncheon meeting International Executives Association, Hotel Statler Hilton, **New York.**

13—Automotive Exporters Club of Chicago, Builders Bldg., **Chicago.**

13—"Mechanics of Importing" seminar, 1st of 6 weekly sessions, **Pittsburgh.** Sponsor: World Trade Council.

13—"In-Office" Conference for 6-8 firms, Federal Bldg., **Detroit.**

14—Texas-Mexican International Trade Conference, **San Antonio.** Speaker: Secretary of Commerce Luther H. Hodges. Sponsors: REEC; San Antonio Chamber of Commerce; Field Office, Department of Commerce.

14—Joint dinner meeting, Springfield Export Sales Managers Assn. and Springfield Traffic Club, Schine Inn, **Chicopee, Mass.**

14—Export Conference, Dow Chemical Co., **Freeport, Texas.** Speaker: Secretary of Commerce Luther H. Hodges. Sponsor: REEC.

14—Shirt Sleeve Conference, South America., The Town House, **Kansas City.** Sponsors: World Trade Committee Kansas City, Kans. Area Chamber of Commerce; REEC; Field Office, Department of Commerce.

15—Minnesota World Trade Assn. monthly dinner meeting, Minnesota Press Club, Hotel Radisson, **Minneapolis.**

15—Hudson-Mohawk Valleys Industrial Modernization Conference, Schine Ten Eyck Hotel, **Albany, N.Y.** Speakers: Jack N. Behrman, former Asst. Secretary for Domestic and International Business; George Donat, Administrator, BDSA. Sponsors: Greater Albany Chamber of Commerce; Empire State Chamber of Commerce; Manufacturers Assn. of New York; Rensselaer Polytechnic Institute.

15-16—16th annual Virginia World Trade Conference, Hotel Roanoke, **Roanoke, Va.** Sponsor: Virginia State Chamber of Commerce.

16—New York State Home Builders Assn., Concord Hotel, **Kiamesha Lake, N.Y.** Speaker: Roy Gootenberg, Bureau of International Commerce.

16—Annual meeting, South Atlantic & Caribbean Port Development Assn., King-Prince Hotel, St. Simon Island, **Brunswick, Ga.**

19—Meeting, Boston Conference on Distribution, Boston Hilton Hotel, **Boston.** Speaker: William A. Batt, Administrator, Area Redevelopment Administration.

19—Advanced Foreign Trade Educational Course, 1st of 7 sessions, Bryant College, **Providence.** Sponsors: Greater Providence Chamber of Commerce; Field Office, Department of Commerce.

19—Annual Convention, American Society for Metals, Trade and Convention Center, **Philadelphia.** Speaker: James F. Collins, BDSA.

20—Export expansion workshop, Wisconsin Southern Gas Co., Bldg., **Lake Geneva, Wis.** Sponsors: Greater Lake Geneva Association of Commerce and Industry; Field Office, Department of Commerce; Wisconsin REEC.

20—Foreign Traders Assn., Inc., meeting, Sheraton Hotel, **Philadelphia.**

20—Connecticut State Industrial Modernization Conference, University of Hartford, **Hartford.** Speakers: Peter T. Jones, Assistant to the Secretary; George Donat, Administrator, BDSA. Sponsor: Connecticut Manufacturers Assn.

20—Sales Managers Executives International, **Rockford, Ill.** Speaker: Anthony J. Buchar, Director, Chicago Field Office, Department of Commerce.

21—Foreign Trade Credit Group, Chicago-Midwest Credit Service Corp. Morrison Hotel, **Chicago.**

21—Meeting, Redi-Kilowatt Club, International House, **New Orleans.** Speakers: Frank Sheaffer, Edwin Leland, Department of Commerce.

21—Industry Consultations for John L. Barrett, Foreign Service Officer, Field Office, **Greensboro, N.C.** Sponsor: Field Office, Department of Commerce.

21—Export Expansion Conference, Hotel King Cotton, **Memphis.** Sponsors: Mid-South Exporters' Roundtable; Field Office, Department of Commerce.

22—Meeting, Southern Methodist University, **Dallas.** Speaker: Peter T. Jones, Deputy to the Secretary. Sponsors: World Trade Committee of the Dallas Chamber of Commerce; Pan American Committee; Field Office, Department of Commerce.

22—Foreign Commerce Committee, U.S. Chamber of Commerce luncheon, Mayflower Hotel, **Washington.** Speaker: Eugene M. Braderman, Deputy Asst. Secretary for International Commerce.

22—In-Office Meeting, Field Office, **Chicago.**

22—Business and Job Opportunity Conference, Kentucky Hotel, **Louisville.** Speaker: Robert M. Kerr, BDSA.

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